HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

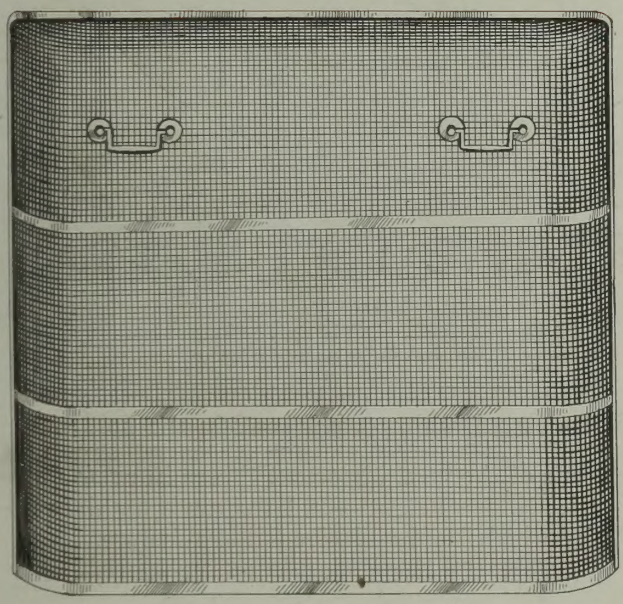
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 41

October 11, 1913

We are Headquarters for

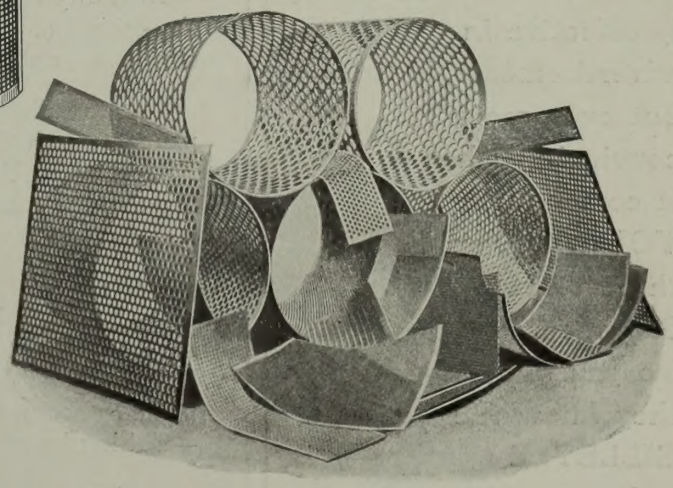
FIRE-PLACE SCREENS



We make a Complete Line of Fire Place Fittings.

Our stock sizes are standard. This is a seasonable line and every hardware dealer should see that he has an assorted stock.

Send for a copy of our new Catalogue. This is a splendid line for Christmas Trade.



Perforated Metals

We are Metal Perforators and Manufacturers of Wire Cloth for all purposes. When in need of Window Guards for school or factory use, Metal Lockers, Bank or Office Railings, write to

Canada Wire and Iron Goods Co., - Hamilton

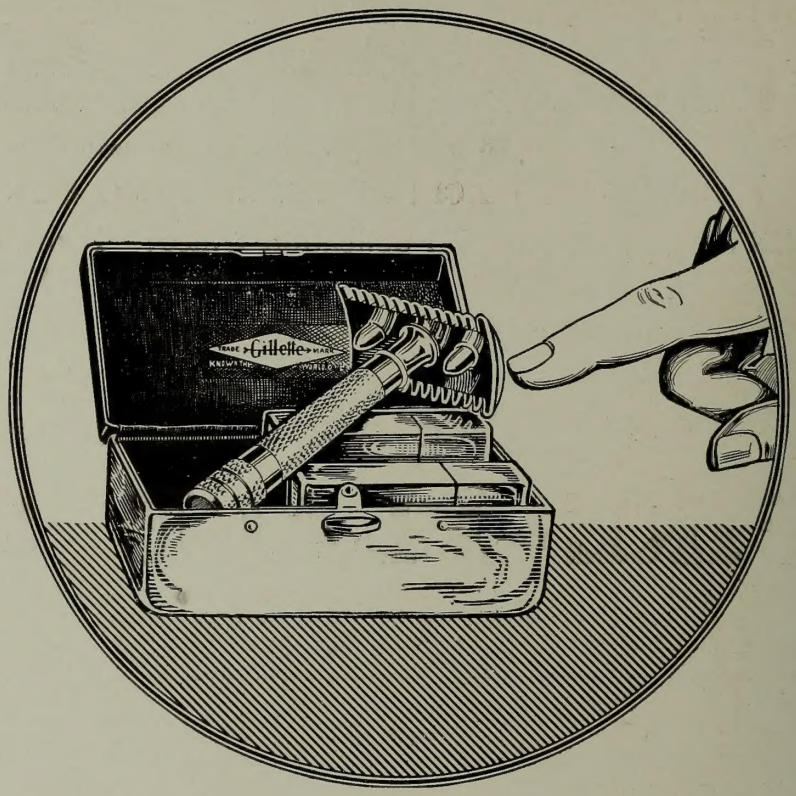
Have you a copy of our general catalogue on file? ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box, 42 St. Henri, Montreal. D. Philip, 291½ Portage Ave., Winnipeg, Man. Tees & Persse of Alberta, Ltd., Calgary, Alta. R. A. Ogilvie, P. O. Box 856, Vancouver, B. C.

TRADE Gillette MARK
KNOWN THE WORLD OVER

In this Newspaper Advertisement we explain to your Customers



With men interested in mechanics, talk of this kind is effective in advertisements, but even more convincing when it comes from YOUR lips, or those of your Salesmen. Do you and they know the GILLETTE well enough to explain its advantages clearly? If not, ask us.

The Curve that Makes the Difference

Looks like just a casual, unimportant bend in the holder, eh?

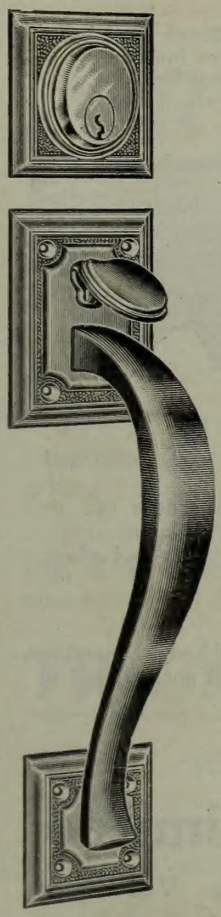
In reality it is one of the most important things in razordom—the subject of basic Gillette Patents—and the cause for the wonderful adjustability which is an exclusive Gillette feature.

Gripping the blade close to its shaving edges, the curved outer plate bends it down close to the toothed guard, and holds it ABSOLUTELY RIGID. This prevents the vibration which makes other razors pull and cut unevenly, and is one of the chief reasons for the velvet smoothness of the Gillette shave.

Quite as important is the adjustability. Screw the outer plate up tight and it holds the razor edge right against the guard, giving a very light shave. As you loosen it you give the blade more and more "hold," so that it shaves closer and closer. Thus every man can get an adjustment which exactly suits his beard and skin —a thing he cannot do with any other razor in the world.

Why not get an adjustable Gillette and say good-bye to your shaving troubles? Your Hardware Dealer, Jeweler or Druggist can show you an assortment. Standard Sets at $5.00, Pocket Editions at $5.00 to $6.00, Combination Sets at $6.50 up.

Gillette Safety Razor Co. of Canada, Limited
Office and Factory: The New Gillette Building, Montreal



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

THE PERFECTION ELEVATING CLOTHES BAR

Takes up no Floor Space and Practically no Wall Space When Not in Use

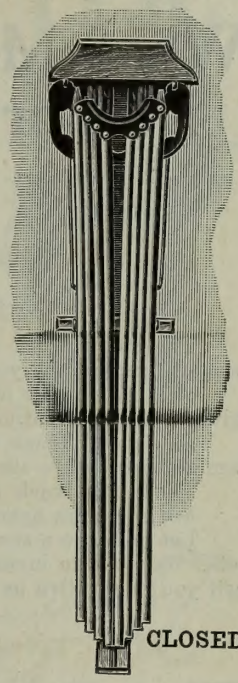
After it is filled it can be raised out of the way.

Long service is assured because the Perfection is made of good material.

We also make **Rocking Horses, Triangle Boards, Crokinole Boards, Coat Hangers, Pastry Boards, Bread Boards, Folding Clothes Bars, etc.**

We have a big money-making proposition to offer every dealer.

Very Liberal Terms.



CLOSED.

The Schultz Bros. Co., Limited

Brantford, Ont.



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

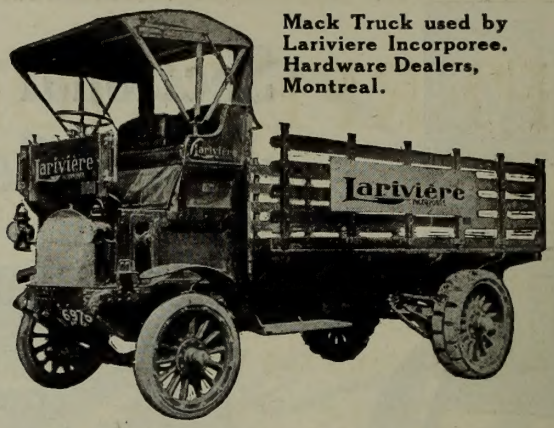
Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by Lariviere Incorporee. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

The S. M. P. Seamless Round Gem Roasters

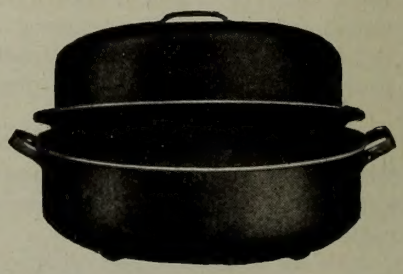
Made in Pearlware and Black Steel.

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless—that's easy to clean.



Fitted with Steamer in Pearlware only.



Requires absolutely no attention. Have a look at them.

Size - - - 12 in. x 8 in.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

PERFECTION ASH SIFTERS

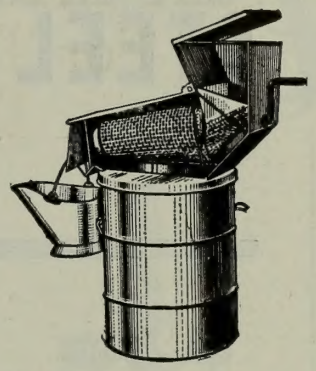
HEAVY GALVANIZED STEEL

Effect a **Great Saving** in the expense of heating, besides affording a Cleanly and Dustless means of disposing of ashes.

The Simplest, Quickest, Cleanest and most effective method of **Saving Cinders and Unburnt Coal** ever put before the people.

The Removable Top Casing makes it very easy to get at the interior. The Gravity Dust Damper in the outlet prevents dust going out with coal and cinders.

The Stationary Screen in the Hopper, together with the Tapering Rotary Screen, sifts large quantities of ashes quicker and cleaner than any other sifter.



Showing Interior.

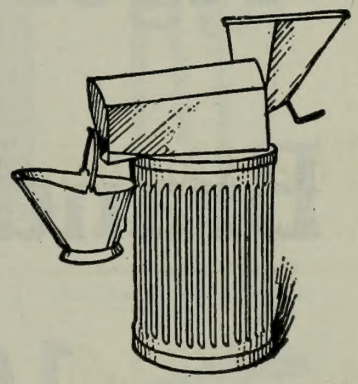
TRIUMPH ASH SIFTERS

HEAVY GALVANIZED STEEL

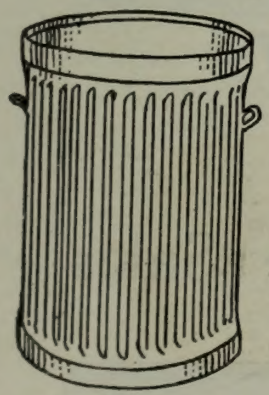
A Practical, Effective and Durable Sifter at a moderate price. Sifts Ashes Thoroughly and Quickly.

The General Construction is very much the same as the Perfection Sifter, except that it does not have the Stationary Screen in the bottom of the Cinder Chute.

Has Heavy Galvanized Steel Body and Can Cover, Double Lock Seamed, Revolving Cylinder of Heavy Galvanized Hardware Cloth, with Galvanized Steel Bands at the ends.



Shown on Can. Sold Without Can.



Sold Without Cover.

NEVER BREAK
ASH or GARBAGE CANS

Extra Heavy Corrugated Galvanized Steel, with Heavy Band Riveted to Top and Bottom Rims.

Galvanized Wrought Steel, Riveted Side Handles.

Strongest and Best Ash Can on the Market.

Two Sizes: { 18 in. diameter, 25 in. high.
16¾ in. diameter, 25 in. high.



CAN OR BARREL COVER

Fits 18-inch Can or common wood barrel.

Far superior to wood cover. It laps over side of barrel, keeping out rats and insects.

INVESTIGATE THIS LINE BEFORE YOU BUY

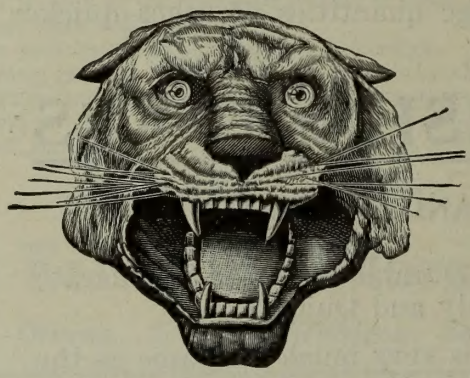
It is now time you were preparing to buy your Fall requirements

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VACOUVER

THE STEEL COMPANY OF CANADA LIMITED

Tiger Brand White Lead



100% PURE

Over forty years on the market and endorsed by the Leading Painters.

Stock Tiger Lead and Increase Sales

DISTRICT SALES OFFICES:

HAMILTON, TORONTO, MONTREAL, WINNIPEG

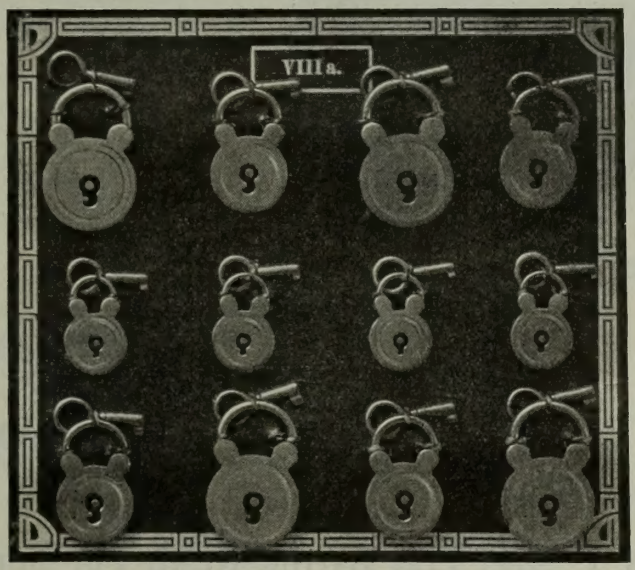
W. A. MacLennan, Vancouver, B. C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, N.S.

Get Our Quotations on These Lines

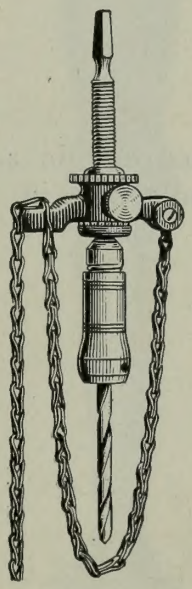
These are Stock Goods



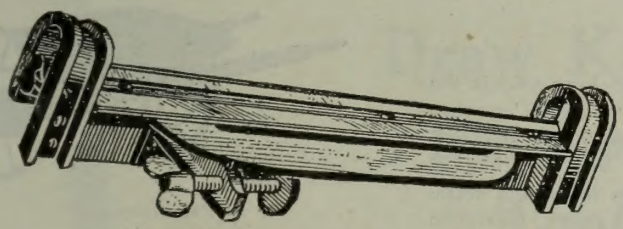
Expansive Bits
Large and Small.



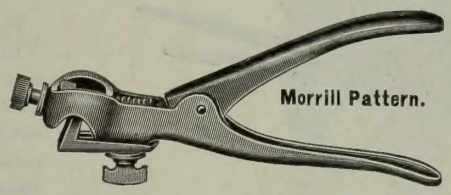
Brass and Nickel Plated Dog Collar Locks. Assorted sizes on one dozen card.



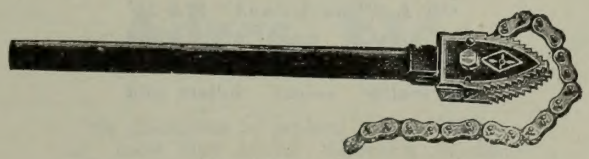
Automatic Feed
Drilling Attachments.



No. 711—Saw Clamps, forged steel.



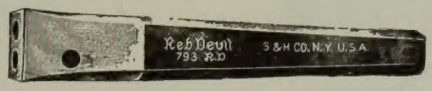
No. 482—Saw Set.



Chain Pipe Tongs—best warranted.



Flexible and all hard Hack Saw Blades, hand and power, all sizes



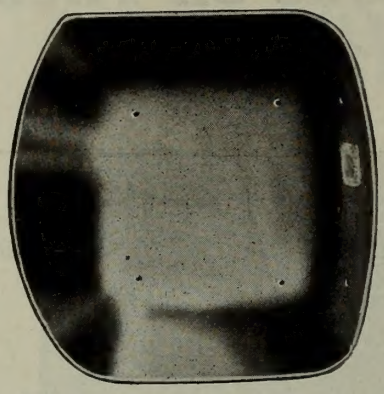
Best Drop Forged Steel Rivet Set, all sizes.

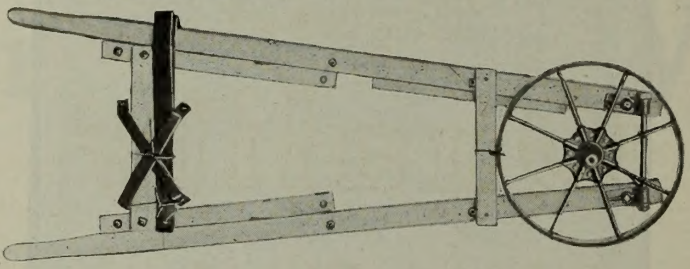
Smith Hardware Co., Limited

Montreal

"K. & J." Wheelbarrows are Packed to Sell

Packed one in a bundle, bolts in place.





No bundle to break open. Each one comes separately.

"K & J" Steel Tray Barrow Ready For Shipment.



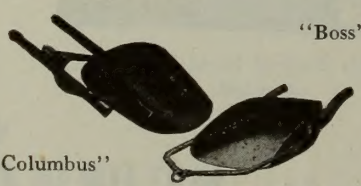
"Columbus" Concrete

Convenient packing affords the last element in "K & J" service. The handling of "K & J" barrows, packed one in a bundle, means minimum labor and warehouse expense and maximum market value.

"K & J" service and "K & J" high quality make a tangible value—a value upon which you can realize actual dollars and cents.



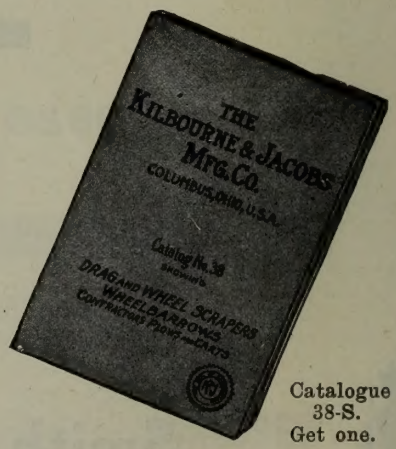
"Pan-American"



"Boss"

"Columbus"

Catalog 12-S describes trucks.

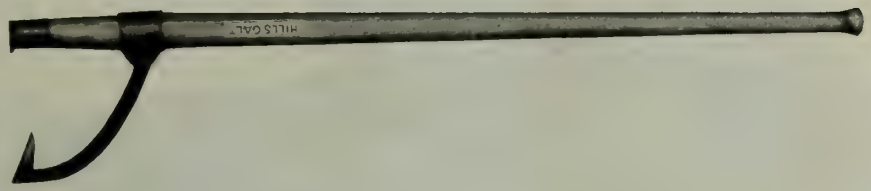


Catalogue 38-S. Get one.

The Kilbourne & Jacobs Mfg. Co.

New York **Columbus, Ohio, U. S. A.** **London**









Highest Quality

Axes, Chisels, Hammers, Draw Knives, Lumbering Tools, Adzes, Etc.

We guarantee to replace free of charge any tools that prove defective in material or workmanship.

We will take pleasure in presenting to you our complete catalog illustrating the various lines we manufacture.

Drop us a card for it to-day.

Allan Hills Edge Tool Co.

LIMITED

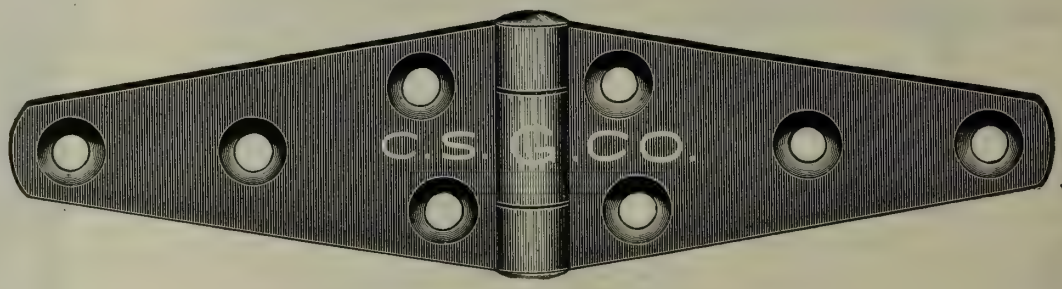
GALT, ONTARIO, CANADA

Your Customer will want them in a hurry. Can you deliver the goods?

Crescent Brand

Durable

Salable



Strong

Well Made

Heavy Strap Hinge

Demand Crescent Brand Goods and you are sure of the quality and workmanship being the best.

Hinges are packed ½ doz. in a bundle, or 1 pair in a box with screws.

Canada Steel Goods Company, Ltd., Hamilton, Ont.

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS



A Big Demand and a Most Desirable Profit

Come from Handling

"NORCROSS" Cultivator-Hose and Weeders

These tools take the place of the ordinary hoe, work easier, faster and with better results—and they cost no more.

"Norcross Cultivator-Hoes and Weeders are **like a human hand**, the fingers of which work closely around the delicate plants without injuring them.

We have been manufacturing these goods exclusively for over 20 years—and they show it. We guarantee them to outclass all imitations on the market.

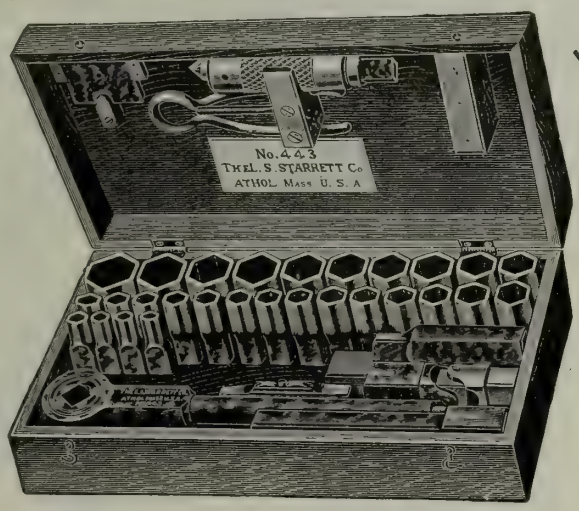
Write for descriptive circular and prices.

C. S. NORCROSS & SONS, BUSHNELL, ILLINOIS, U.S.A.

Patentees and Sole Manufacturers

LIST OF JOBBERS IN CANADA HANDLING "NORCROSS" GARDEN IMPLEMENTS:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; Jas. Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.

This Ratchet Wrench when Properly Displayed Pulls Splendid Sales with the Motoring Pubiic



It is the

Starrett Ratchet Wrench

It can be used in all sorts of places where the ordinary wrench is useless. Cramped corners and distant parts are made accessible by the ratchet action or by an extension socket. Finished parts need not be marred by placing and replacing the wrench, for the socket stays on the nut or bolt-head until it is completely in place or removed.

The wrench is provided with sockets which take any standard nut or bolt, and in addition there are provided a spark plug socket, a drilling attachment taking drills from ⅛ to ½ inches in diameter, a screw driver, and an extension socket.

With this set of wrenches, drills, and screw drivers combined, many repairs may be made on the road by the driver himself which might otherwise send the car to the garage. Motorists appreciate this and buy readily.

Put a set in your show window and talk it up to motorists. Catalog 20 M.A., which describes the full line of Starrett tools will be sent free on request.

The L. S. Starrett Company

ATHOL, MASS. 42-238

NEW YORK—150 Chambers Street CHICAGO—17 No. Jefferson Street

LONDON—36-37 Upper Thames Street, E.C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators

A Perilous Situation in the Bay of Biscay

Crew, Ship and Cargo Saved by Magnolia Metal

944 E. 180th St., New York, N.Y.,
June 8th, 1912.

Gentlemen:—

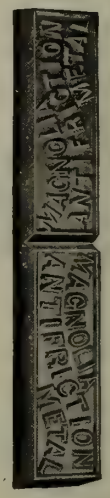
I am only too pleased to give my experiences with MAGNOLIA METAL, for it may help another Engineer out of a tight place.

A steamer in a gale in the Bay of Biscay on a lêe shore about 7 miles distant, which meant if we had stopped we would have been on the rocks in an hour. The high pressure crank pin of the 2,000 H.P. triple expansion engine got hot from the heavy racing of the engines, due to the violent pitching of the vessel. All the bearings of these engines were Magnolia lined. With this crank pin we put on the hose and used liberally graphite and machine oil, and the bearing was cool in an hour, and we ran for 96 hours full speed before we took it down, and then just a slight film of the metal had wiped off, which relieved the bearing and permitted us to run without the engine pounding too heavy.

My experience has been with other metals, once they got hot, all or nearly all the metal runs out and some of the metal runs into the oil pipe and stops the lubricant from reaching the bearing and the engine must be stopped. The bearing dressed and adjusted on the engine will pound itself to pieces, so you see in the instance I have mentioned, MAGNOLIA deserves all the praise anyone can give it. Since that time I have had Magnolia act the same on stationary engines, and about nine months ago on a 2 15-16 shafting hanger, and after the day's run was over took the box out and cleared away the metal which had wiped off and put the box back into service again.

Respectfully,

HAROLD JAMES.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

Did You Ever Wonder Why Your Sales Of Firearms And Ammunition Were Not What They Should Be?

Our 1913 Catalog of Guns, Rifles, Revolvers, Ammunition, Hunting Shoes, Clothing and Camping outfits, will post you and enable you to obtain the Sportsman's trade of your district.

We can fill your order and ship the same day as received—You will get quick deliveries AND NO SHORTAGES.



This is the most complete Catalog of its kind ever published.--It contains everything you need and the prices and discounts are attractive.

Avail yourself of the opportunity—Get a copy to-day.

A. BREGENT & CO. 192 and 194 St. Catherine St., E. MONTREAL



Stanley Tools

To increase your small Vise business, put in a line of

"JERSEY VISES"

They are strong, serviceable tools and have long been popular with both mechanics and amateurs. The Screw (body, head and collar) is in one piece turned from cold rolled steel and has a square lathe cut thread. The steel Jaws are hardened and all Jaws are ground to insure that they meet squarely when tightened. Both back and front jaws are filed to a fit.

Made with either Clamp or Swivel Bases—with iron or steel Jaws, and in six sizes.

Displayed on the Stand which accompanies each **ASSORTMENT**, they cannot help but attract trade.

Four **ASSORTMENTS** are offered, as follows:

No. 12—Consisting of 12 VISES and Display Stand list $14.20
No. 18—Consisting of 18 VISES and Display Stand list 22.45
No. 24—Consisting of 24 VISES and Display Stand list 32.15
No. 36—Consisting of 36 VISES and Display Stand list 46.45

We have special literature containing complete description of all styles. Let us send you a supply, also attractive display card.

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

CASCO WEATHER PROOF PRODUCTS



BACK

"Certain-teed"

Label of Quality

Is On Every Roll of

CASCO RUBBER ROOFING

Magazines, newspapers, etc., carrying "Certain-teed" advertisements, go into the home of practically every person in the Dominion **"Certain-teed"** Quality is being riveted into minds of prospective roofers.

Put in a stock of Casco Roofing now—a display will work wonders in procuring business.

We supply selling helps, such as poster, circulars, etc., absolutely free.

Write us now for our FREE 32-page book of **"Certain-teed"** selling helps and advertising ideas.

We can ship quickly from our large stock of Casco Roofing.

The

Canadian Supply & Contracting Co., Ltd.

Toronto, Ont.

Formerly CANADIAN SUPPLY CO.

CASCO WEATHER PROOF PRODUCTS



FRONT

CASCO WEATHER PROOF PRODUCTS

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA



The

Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Sell your trade *Certain-teed* ready-to-lay Roofing— the kind that's guaranteed 15 years



These three mills broke the world's record last year, manufacturing thousands upon thousands of miles of modern easy-to-lay

Certain-teed Roofing

(Quality *Cert*-ified — Durability Guaran-*teed*)

Guaranteed 15 years—lasts longer

Rolls and Shingles

Demand constantly increasing

The "General's" three enormous mills, the largest roofing and building paper mills in the world, are running day and night to keep up with the ever-increasing demand for ***Certain-teed*** Roofing.



General Roofing
The World's Largest Manufacturer of Roofings and Building Papers

There is a simple method of applying ***Certain-teed*** Roofing artistically on any kind of a building. It comes in slate gray *shingles* for bungalows, residences, cottages and garages—in *rolls* for general use, and when laid according to the ***Certain-teed*** Specifications is rapidly replacing the old style tar and gravel roofs on large, flat surfaces.

For your own protection see that the ***Certain-teed*** Quality Label is on every roll and crate of shingles you buy.

Big sales opportunity for Canadian dealers

Certain-teed Roofing is extensively advertised in Canadian publications, the price is *low* and the quality *high*. You can make *quick* sales and a nice fair profit.

The ***Certain-teed*** Selling Helps, including Free Display Signs, will be worth a lot to you.

In addition, the manufacturer of ***Certain-teed*** Roofing will furnish FREE to each dealer who handles ***Certain-teed*** Roofing a desk copy of the new advertised book, **"Modern Building Ideas and Plans"**—a book that is specially valuable to building material dealers.

Send your nearest Canadian jobber an order for ten to fifty squares—your success is assured from the very first day.

Get *right* on Roofing—this is your opportunity to build up a profitable business.

The season is here—*now* is the time to stock with ***Certain-teed*** Roofing. Send your jobber an order immediately

The General Roofing Manufacturing Co.

Winnipeg, Canada

New York **Kansas City** **Minneapolis** **Chicago** **San Francisco** **E. St. Louis, Ill.** **London, England** **York, Pa.** **Marseilles, Ill.** **Hamburg, Germany** **Memphis, Tenn.**

Protection for { MERCHANT / CLERK / CUSTOMER

Have you paused long enough to consider your responsibility to your clerks as well as your clerk's responsibility to your customers and yourself? Of course you have and you have provided a system to carry out your purpose,

Honesty, constancy and all that these words imply, backed up by hard work on your part, Mr. Merchant, have placed you where you are. You were a clerk once and you know what you had to contend with, that is why you made up your mind you would protect your own interests by protecting your clerks and customers in every way possible.

Knowing this, we want you to become acquainted with "SHOUPERIOR," which is now being used by Merchants in Canada and all over the United States to protect the House (that's you), your clerks, and your customers, and give you the maximum of efficiency, doing away with all unnecessary expense. If you are interested along this line and would like to learn just how this is accomplished by "SHOUPERIOR," we invite you to drop a line on your firm's stationery to our BUREAU OF CO-OPERATION, SYSTEMS AND DESIGN, which is maintained entirely for your use, no charge.

Remember, you cannot spend a dollar with us unless it is evident you will be benefitted. Ask for Retail "Safeguard" System, Sub. 10. Form C-3.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED

10 St. Peter Street, MONTREAL

Long Service is a Natural Result of The "Twisted-While-Hot" Process



It must be annoying to the average drill user to have drills made from well known brands of steel fall down on the job. He wants efficiency and can secure it by adopting "Hercules" High Speed Drills.

"Hercules" High Speed Twist Drills

are made from a High Percentage Vanadium High Speed Steel under the only "twisted-while-hot" process that retains all the strength of the steel in the finished drill. The grain of the steel is undisturbed, insuring longer edge-holding and greater resistance to the strains of the metals having different degrees of hardness.
The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power because the drill fits into the chuck firmly and in the centre.
Your jobber will supply them or you can send order direct. Send for Catalog No. 82-G.

TRADE W&B MARK

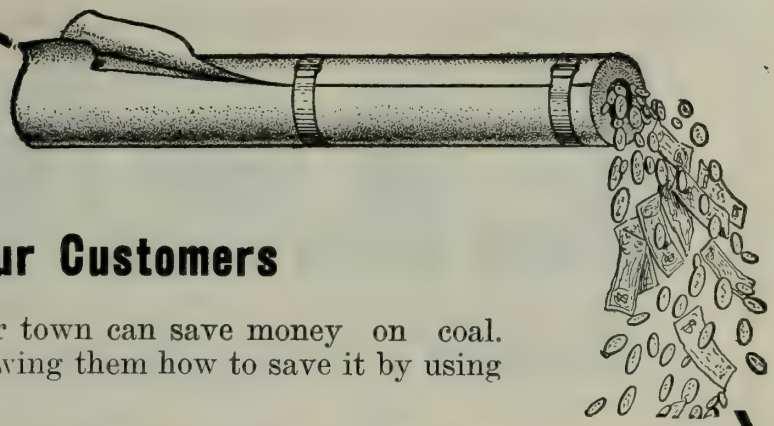
Tools of Quality Bear These Marks

TRADE W B MARK

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

Stocks carried at Winnipeg and Montreal **Office and Factory, St. Catharines, Ont.**

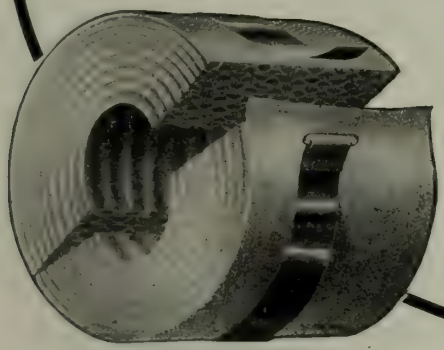


Big Money in
JM Pipe Coverings
For Both You and Your Customers

Every steam heating plant in your town can save money on coal. And you can make good profits by showing them how to save it by using J-M Pipe Covering.

J-M Pipe Coverings afford far greater protection to steam pipes than ordinary coverings, and the economies they effect over bare pipes are simply beyond belief.

Reap big rewards by proving this to steam users in your city. We'll help you prove it.



Write nearest Branch for Booklet and our Special Dealer Proposition.

THE CANADIAN
H. W. JOHNS-MANVILLE CO., LIMITED

Manufacturers of Asbestos and Magnesia Products — ASBESTOS — Asbestos Roofings, Packings, Electrical Supplies, Etc.

TORONTO MONTREAL WINNIPEG VANCOUVER

1442

Lundy Shovels

Will Enable You To Command A Large Shovel Trade





There is no weak part about the "Lundy" Shovel.

It is made of open hearth, crucible steel, and has an exceptionally strong strap and blade point.

By handling the "Lundy" you make sure of satisfying all your shovel customers, and reap a good substantial profit.

We make three grades, so as to completely meet the requirements of the trade.

Satisfaction guaranteed.

Ask your jobber for Lundy Shovels. If he does not handle them, write us. We ship quickly.

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B. C.; N. B. Misener, Toronto.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Dealer handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

WHY NOT CARRY

NICHOLSON-MADE

FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is



"Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

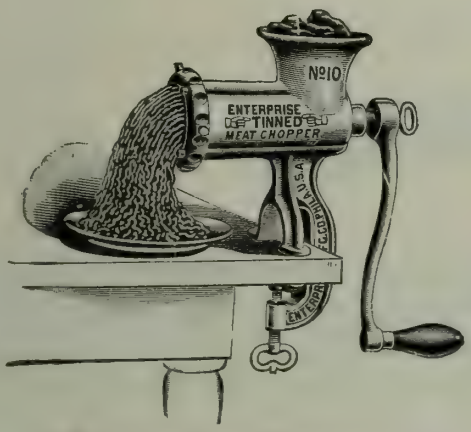
File Company 39

Port Hope, Canada

ENTERPRISE

Sausage Stuffer, Lard and Fruit Press, Meat and Food Choppers, Coffee Grinders, Etc.

Sell Quickly Because Their Quality Always Satisfies the Most Particular of Buyers



Meat and Food Choppers



Sausage Stuffer, Lard and Fruit Press

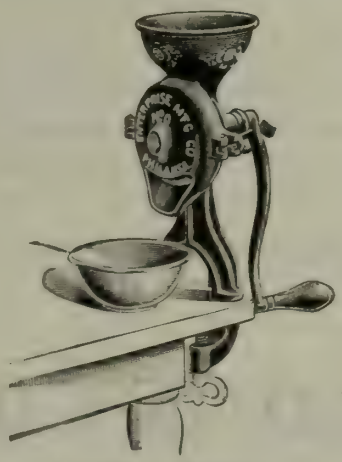
During the manufacture of Enterprise Goods we bear in mind that the more satisfaction they give the dealer or user the greater will be the success of our business. Every part of Enterprise Goods is exceptionally well made from high grade material.

The Enterprise Sausage Stuffer, Lard and Fruit Press has a new Patented Corrugated Spout which prevents air from entering the casing. This insures the preservation of the sausage. The iron cylinder is bored true. The patented latch prevents breakage of plates. Instantly changed from Sausage Stuffer to Lard or Fruit Press.

Enterprise Meat and Feed Choppers are made in forty-five sizes and styles—hand and power. They are the machines of the right-cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Does not mangle or mash—but cuts like shears.

Enterprise Coffee Grinders are made in several shapes and capacities.

Why not write us now for catalogue covering the complete "Enterprise" Line?



Coffee Grinder

The Enterprise Mfg. Co. of Pa.

Philadephia, Pa.

29 Murray Street, New York City
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California



RATCHET SCREW DRIVERS

You cannot afford to offer your customers anything but the best, and in keeping with this policy you need a stock of

GOODELL-PRATT RATCHET SCREW DRIVERS

They are strong, simple in construction and therefore, not liable to get out of order. There are only 4 moving parts.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD MASS., U.S,A.



"BUTTERFIELD"

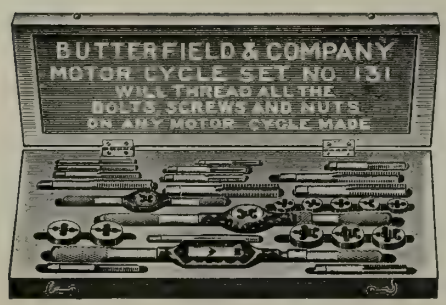
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

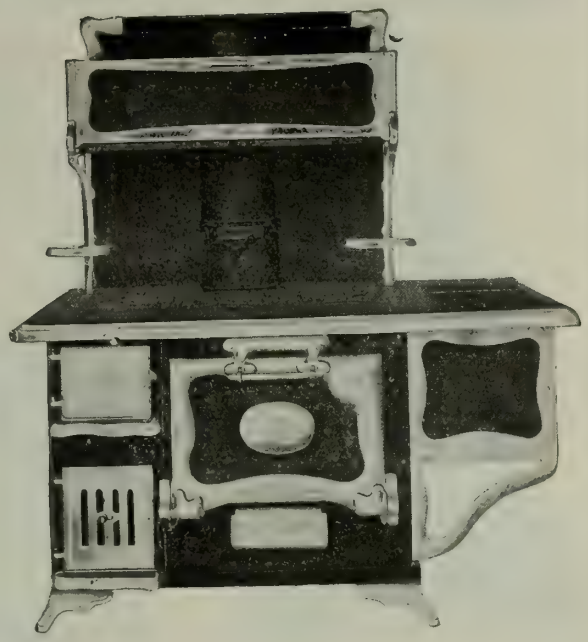
Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.

The Gurney-Oxford Dealer's Position



He has **the range!** Its appearance appeals to a woman's pride at once. He can talk as strongly and confidently as he likes about the baking, cooking and coal-saving powers of the Gurney-Oxford. He can talk it—the Divided Flue System, the Economizer and Reversible Grates prove it.

Effective window dress and cards attract passers-by.

Large fence signs connect him up as a Gurney-Oxford Agent.

Advertisements bring people to his store — advertising that carries his name and localizes his store and interests, and convinces a possible buyer to see a Gurney-Oxford first.

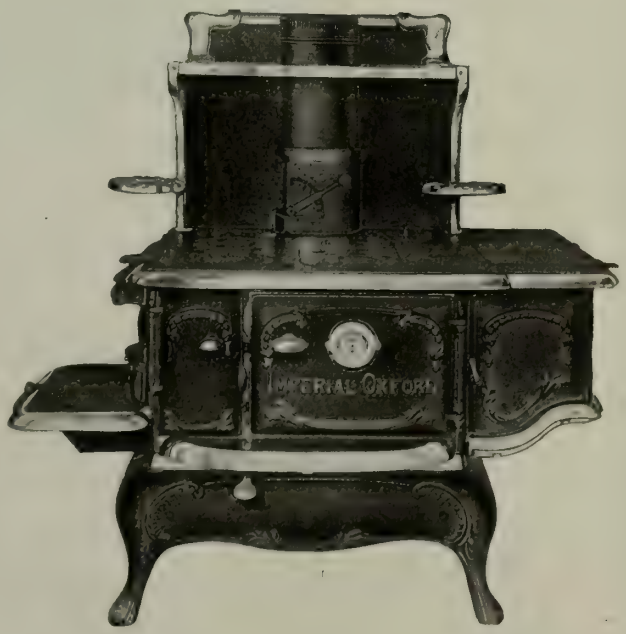
Handsome catalogs carry that interest further.

Strong circular letters on his letter-paper drive home all the selling arguments he has used.

And, of course, nearly always the Gurney-Oxford man writes the order.

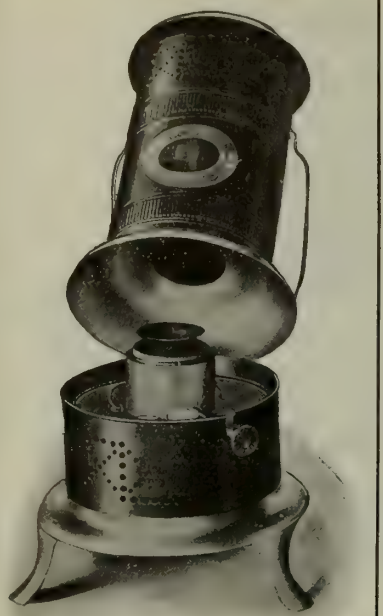
Our plan to help **you** sell stoves is surely the most complete there is. Our complete dealers' newspaper advertisements are pictured in Hardware and Metal of Sept. 6th. If you would like to look at other of our dealer helps just ask us. We will be pleased to send them, free of charge or obligation of course.

GURNEY-OXFORD



The Gurney Foundry Co., Limited, Toronto

Montreal **Hamilton** **Winnipeg** **Calgary** **Vancouver**



YOUR

OIL HEATER TRADE

can be increased by selling

McClary's

New 1913

Famous Oil Heaters



The many new features added to this efficient Oil Heater will bring you increased sales, meaning quick returns and more profits.

The One Piece Copper Tank is only to be found in Famous Oil Heaters. Positively will not rust—no leaks and no repairs.

The whole process of replacing wick now simply consists in replacing with new wick and new cylinder as supplied. All unpleasantness removed.

An Automatic Locking Device prevents the wick from being turned too high—ingenious and effective.

An Oil Indicator tells you exact amount of oil in tank.

The Heater is both smokeless and odorless, gives perfect satisfaction in working and has a pleasing and attractive appearance.

Our nearest Branch will be pleased to send you full particulars.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

McClary's Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Success is merely a matter of Selling McClary's goods.

This may be the opportunity *you* have been waiting for. Give a store a good name and you may as well enlarge it. Sell McClary's goods and that good name is yours.

It's the "security feeling" that counts.

Customers soon see the good policy of dealing with a store that handles a quality line.

Inaugurate your quality line with a Pandora Range.

Make it the forerunner of a more sales, quick returns campaign.

The Pandora has many selling features, such as

Semi Steel Linings, Three Bar Shaker Grates, Nickelled Oven, Burnished Top, etc., etc.

There are many others—write for our Pandora Booklet—it will give you all particulars.

McClary's branches cover Canada from coast to coast; get in touch with one of them.

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

The Range That Cuts Fuel Bills In Half
And Multiplies the Dealer's Sales

With the price of fuel going up it's only natural that customers want a range that will reduce their bills.

We guarantee the Supreme Range to save 50% in fuel, and to be a good cooker and baker.

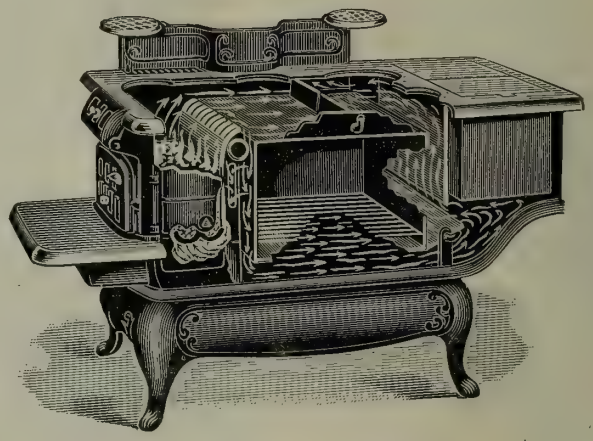
The big saving in fuel is the result of the **improved fire travel,** which makes use of every unit of heat that fuel produces. Heat does not go to waste up the chimney, as is the case with all ordinary ranges.

The **"Supreme" is made in steel and cast iron,** is artistically designed and attractively finished.

Let us send you one on trial.

Every sale leads to many others, as buyers are good advertisers.

Get particulars now.



The Supreme Heating Co., Limited
Welland, Ontario

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

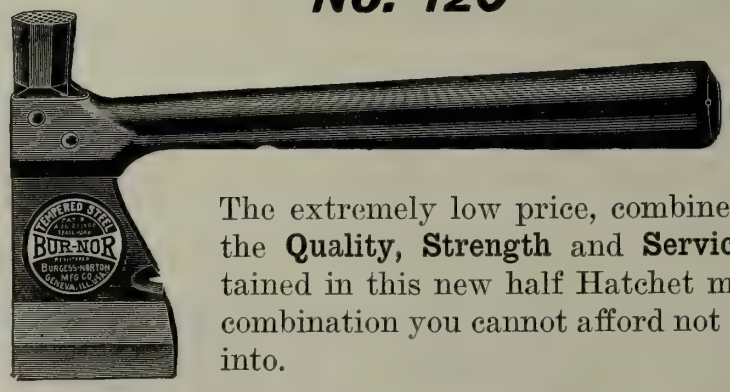
PEASE FOUNDRY COMPANY LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

BUR-NOR

A New Bur-Nor Hatchet No. 120

BUR-NOR



The Reinforced handle and the oil tempered blade Insure unequalled satisfaction.

The extremely low price, combined with the **Quality, Strength** and **Service** contained in this new half Hatchet makes a combination you cannot afford not to look into.

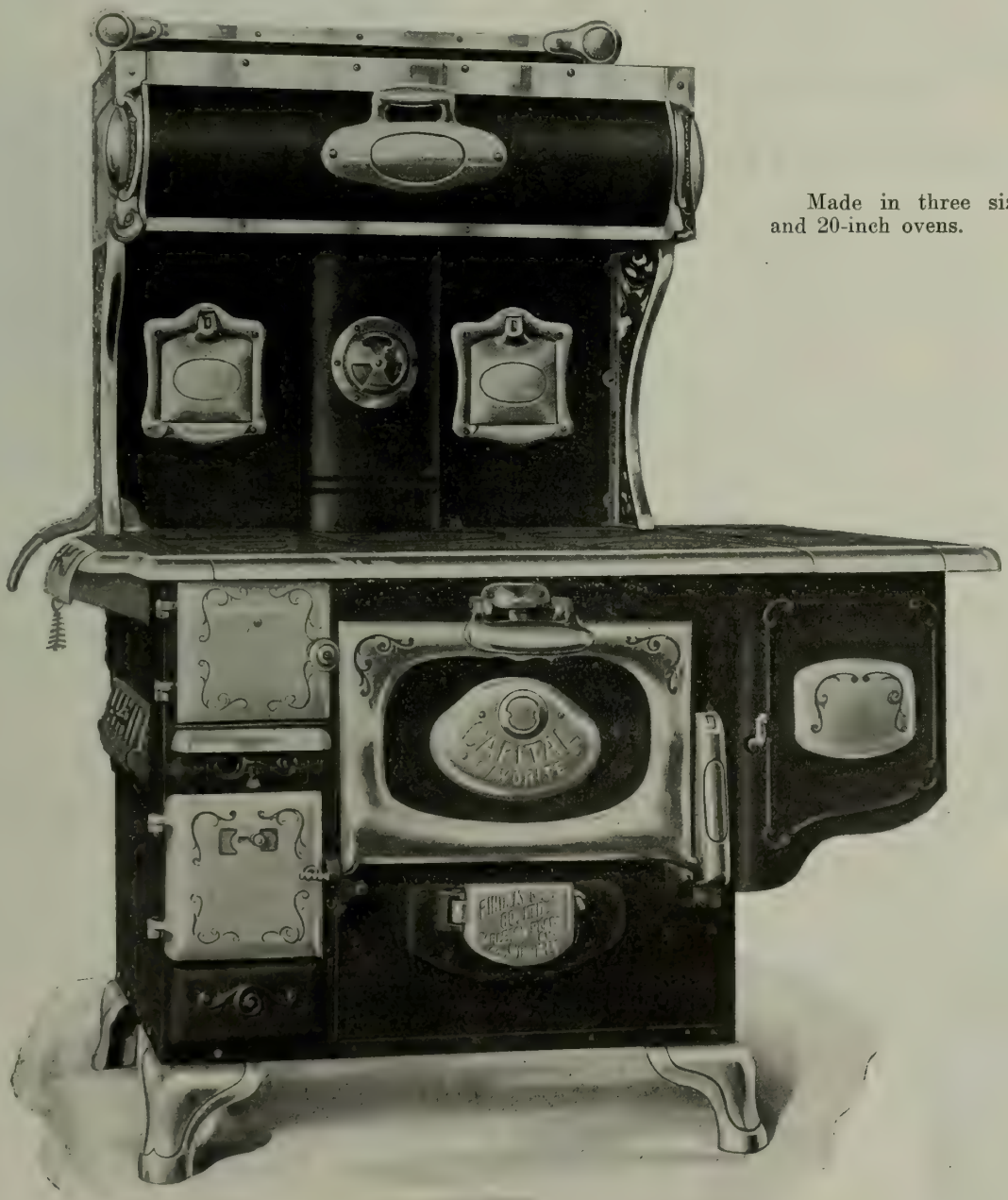
Write for New Hatchet Folder and Price to-day.

BUR-NOR

BUR-NOR

Burgess-Norton Mfg. Co.
Geneva, Ill., U. S. A.

The CAPITAL FAVORITE is our medium priced Steel Range, and its new semi-plain dress makes it one of the most attractive Ranges on the market. The Plain Nickel and Fine Castings are just what the women of our country have been looking for, and the way it is selling proves that it has caught the public's fancy. The CAPITAL FAVORITE is as good as it looks. It is correctly proportioned, so well put together with strong, true Castings and Steel Plates that we give an unqualified Guarantee with every Range that it will give absolute satisfaction in every way.



Made in three sizes: 16, 18 and 20-inch ovens.

If you have not seen this Range order a sample. It will prove a silent salesman and one sold means the sure sale of many others.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLION WHOLESALE LIMITED, Edmonton
Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

"The Empire Line"



"STOVE TIME" is here, and the wideawake dealer is handling a line that not only *brings* trade, but *holds* trade.

The best business getter on the market to-day is the

"EMPIRE STEEL"

Made with highly polished steel body, heavy nickel plate dress and our artistic tile or black high closet. Excels as a baker, economcial in fuel, burns wood or coal—Heavy reinforced oven, quick heating reservoir.

Sizes—18 and 20 in. over, 9 in. covers, square reservoir, tea shelf or high closet.

Canadian Heating and Ventilating Co., Ltd.
OWEN SOUND, CANADA

Winnipeg
521 Henry Avenue

Vancouver
1059 Hamilton Street

Davidson's Oil Heaters



Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, **and can be operated just where the heat is needed.**

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED
Montreal Winnipeg Toronto

The Two-In-One Stove

Does the Work of a First Class Heater and High Grade Cooking and Baking Stove.

Handsome, Convenient, Durable, Low in Price

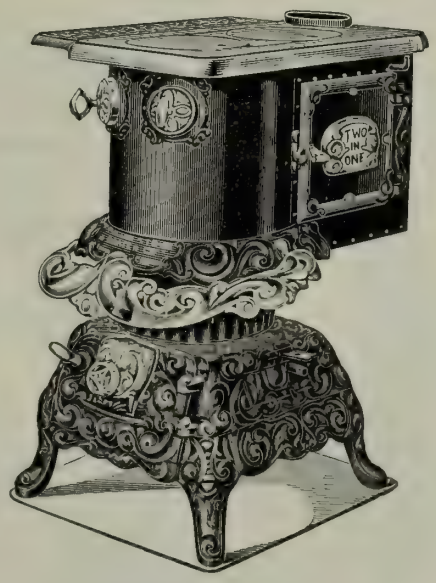
Throughout the entire construction of this stove the predominating idea has been to make it efficient, durable and economical—and actual service has proven that the Two-In-One has made good everywhere.

The exposed fire-pot makes it a *strong floor warmer.* Experience has proven that this style of stove is the very best type, for the reason that it creates a positive and active circulation within the room, thus evenly warming all parts of it. The fire-pot being exposed will last much longer than the enclosed type. The lower portion is closely modelled after the style of a high-class heating stove and it is complete with deflecting rings and foot rails, which serve to throw the heat down, thus adding to its efficiency.

As a range it is not a temporary substitute, but a first-class cooking and baking range of medium capacity. *It will cook and bake as quickly,* as evenly, and in every respect as well as an ordinary range. The oven is attached at the back and is considerably larger than any oven heretofore made on a Coal Heater. The flues are so constructed as to maintain an even temperature throughout the oven, and will work equally well with any kind of fuel. *The oven is made of heavy Hammered Steel Sheets* which of course radiate heat very quickly.

Burns hard or soft coal, wood or coke with perfect combustion and big saving in fuel.

The *Two-In-One* is fitted with a *high-grade Duplex Grate,* which is easily operated. It keeps the fire clean; does away with clinkers and the necessity of sifting ashes. There is no fuel wasted with this stove because of the splendid working qualities of the grate.



PATENTED MARCH 28, 1905

Ask for full particulars

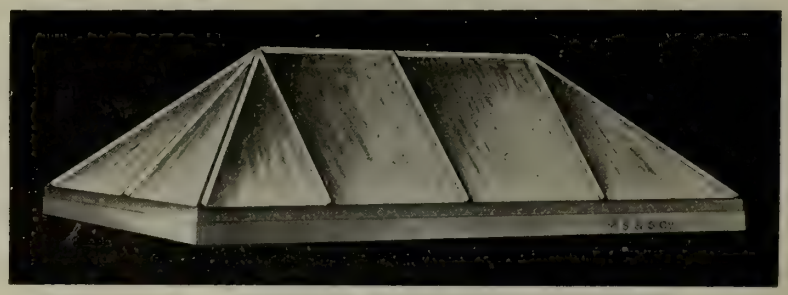
Hamilton Stove & Heater Co., Limited

Hamilton, Ontario

Successors to Gurney, Tilden & Co., Limited

Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver.

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO

Engineers' Supplies, Brass Goods Pipe Fittings and Tools

The Consistent High Quality Means Efficient Service Everywhere



J. M. T. INJECTOR.
(Improved)



Check Valve with Drip Cock.



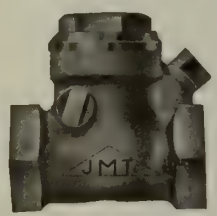
Gauge Cock Brass Wheel Handle.



Relief Valve.



J. M. T. Valve.

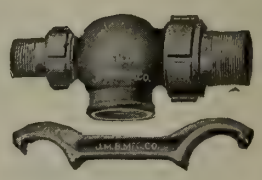


J. M. T.
SWING CHECK VALVES
Adjustable Lift.

The Morrison Quality is the dependable kind. It is the result of long study and experience, and the aim to produce the best goods at a reasonable price.

Get familiar with our goods—they are business builders.

Write for full particulars on any line or lines.



"Gem" Ejector.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

Wrico ACME FRY PANS

Blanked out of a single piece of heavy steel.

Highly polished and oiled.

—THREE SIZES—

Nos.	03	04	05
Diam. top, ins.	9½	10	11

Wired ¼ Doz. in bdle.

—Just through the factory—a large stock of all sizes ready for immediate shipment.



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

E. T. WRIGHT, CO., Limited
HAMILTON, CANADA

Did you receive your copy of our No. 19 catalog which we sent you? If not let us know. We want you to have this.



"PARKYTE"
Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

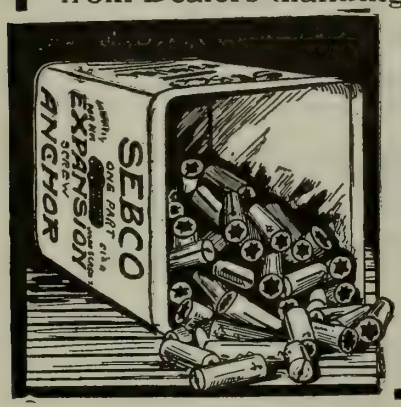
We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

SEBCO EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolts

J. EDWARD OGDEN, Distributor

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425 Henry Avenue, WINNIPEG

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H & R ARMS CO. MARK



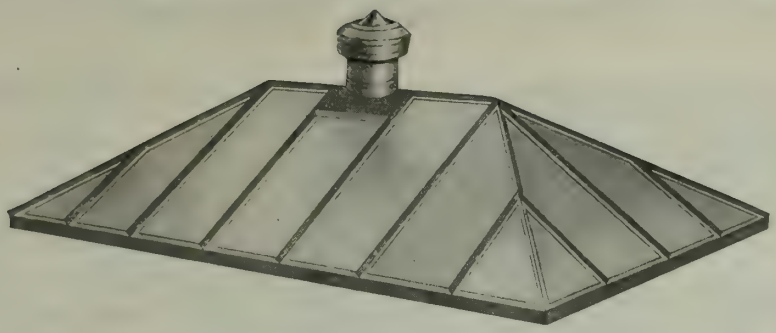
TRADE H & R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



Now for "Metallic" Skylights

We manufacture skylights of all sizes and shapes, for all kinds of buildings. It will pay you to write,—telling us your requirements, so that we can send you complete information.

We can save you money and give you a better job on any skylight, hollow metal construction, plain or wired glass.

Ask us to send you catalogue covering skylights, ventilators, cornices, etc.

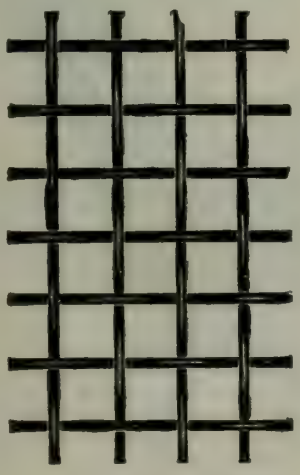
We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

WIRE CLOTH

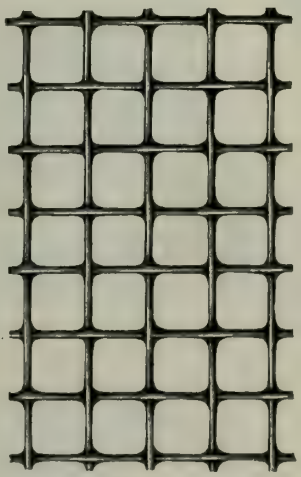


Sand Screen Cloth

Fanning Mill Cloth

Regalvanized Wire Cloth

Every description of
Wire Cloth and Wire Work.



WIRE ROPE **WIRE ROPE FITTINGS**

MANUFACTURED BY

The B. Greening Wire Co., Limited

Hamilton, Ont. Montreal, Que.

High Grade CutleryElectro—Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:
J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

Every Sheet of our Corrugated Iron is Stamped Absolutely Uniform and Straight

Conductor pipe, eavetrough, elbows, skylights, ridge roll, ventilators, etc.

We ship while others are thinking about it

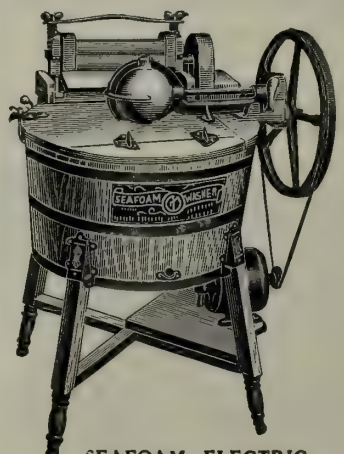
WHEELER & BAIN, Toronto, Ont.



WASHING MACHINES and CLOTHES WRINGERS

WE CAN DELIVER THE RIGHT GOODS AT THE RIGHT PRICES AT THE RIGHT TIME

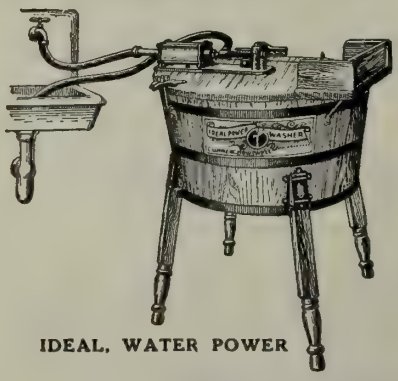




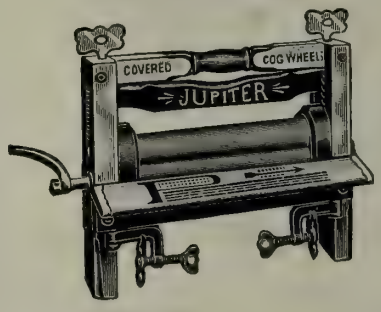
SEAFOAM, ELECTRIC

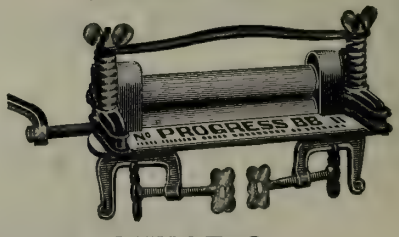


NEW IDEA STYLE "B"



IDEAL, WATER POWER





CUMMER-DOWSWELL, LIMITED - HAMILTON, ONTARIO

SLEIGH BELLS



VICTORIA BELLS ON STRAPS.

Polished brass or nickel plated bells on black or red leather straps.

Fine Toned



SWEDISH BELLS ON STRAPS.

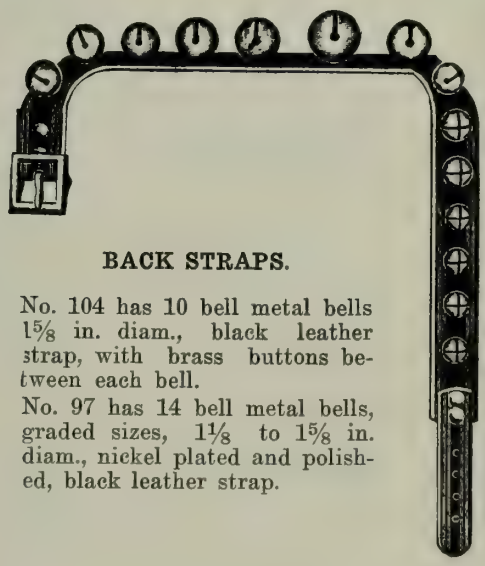
Polished brass or nickel plated, cast bell metal bells on black or red leather straps.



No. 7. Nickel Plated Saddle Chimes



No. 10. Nickel Plated Saddle Chimes.



BACK STRAPS.

No. 104 has 10 bell metal bells 1⅝ in. diam., black leather strap, with brass buttons between each bell.

No. 97 has 14 bell metal bells, graded sizes, 1⅛ to 1⅝ in. diam., nickel plated and polished, black leather strap.



No. 50. Fine bell metal Swiss Chimes. Nickel plated and polished



No. 28. Three cast bell metal bells, harmonized, nickel plated.



No. 30. Bell Metal Cup Chimes, graded sizes, harmonized tones, nickel plated.



Bell Metal Team Bells.



York Eye Pear-Shaped Bells, nickel plated.

Caverhill, Learmont & Co.

MONTREAL

Some Reasons Why

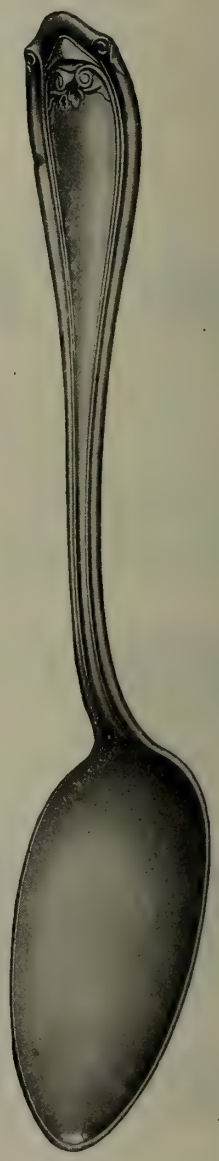
The Canadian Rogers Company's Plated Silver is now being stocked by **Every Dealer Who Investigates** the **Facts.**

Quality — The weight of silver deposited, the high per cent of nickel in the blank, and the finish are guaranteed.

Designs — New, Artistic, Exclusive. The range of patterns unequalled. Each dealer wishes to handle something different from what his neighbor shows.

Shipments — Every facility for the prompt handling of orders enables perfect co-operation with customers.

Abington



Write for catalogues and folders giving the strongest selling arguments.

Canadian Rogers Company,
Limited

PAID UP CAPITAL $1,000,000.00

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Toronto **Winnipeg** **Vancouver**

HEAD OFFICE
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FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, OCTOBER 11, 1913. No. 41

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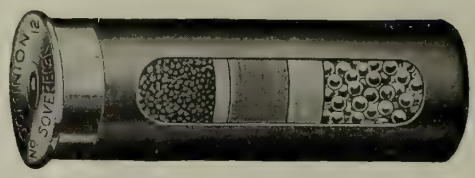
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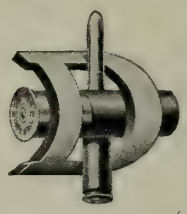
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SUBSCRIPTION PRICE—Canada, Great Britain, South Africa and the West Indies, $2 a year; United States, $2.50 a year; Other Countries, $3 a year; Single Copies, 10 cents. Invariably in advance.

DOMINION AMMUNITION



Dominion Sovereign Shells 20, 16, 12, or 10 Gauge, loaded with chilled shot and bulk smokless powder only. The high velocity shell with the slight recoil, shot by experienced Canadian shooters and sold by Canadian dealers who carry the quick moving brands of merchandise.

There is a  on every box of Sovereigns.

Dominion Cartridge Co., Limited, Montreal

The Wearing Quality of



"QUEEN'S HEAD" GALVANIZED IRON

has been proved by the real test—TIME

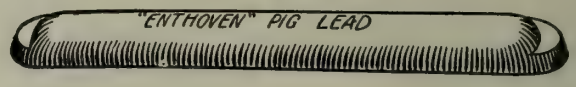
Can you afford to chance unproved sheets?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

PIG LEAD

Soft English Lead



Prompt Shipments

A. C. LESLIE & CO., Limited

MONTREAL

HARDWARE AND METAL

Vol. XXV. OCTOBER 11, 1913 No. 41

Making Sales Outside the Hardware Store

How a Canadian Firm Have Worked up a Large Connection—Business is Secured by Going Straight to the Customer and Relieving Him of all Trouble—In a Residential Section, Business Proceeds Along Lines of Least Resistance.

LEWIS HARTMAN was feeling rather proud of himself. He had just completed the purchase of a particularly desirable house at a price rather lower than he had been prepared to pay. The feeling of self-satisfaction, which follows the making of a good bargain, caused him to hold his head a little higher and to unconsciously puff out his chest.

The 'phone rang and an unfamiliar voice, after securing confirmation of the fact that it was Lewis Hartman himself, on the line, asked for an interview in fifteen minutes.

"What are you selling?" asked Hartman, "Books?"

"No." replied the other.

"Well, come over anyway," said Hartman, graciously. "I guess you can't sell me anything with much profit to yourself. I'm a close buyer."

In fifteen minutes, a young man, with a bundle of what was obviously selling literature protruding from his pocket, stepped into the office.

"My name is Morton, and I'm with Sanderson & Co., hardware merchants." he announced. "I understand. Mr. Hartman that you have just bought a house."

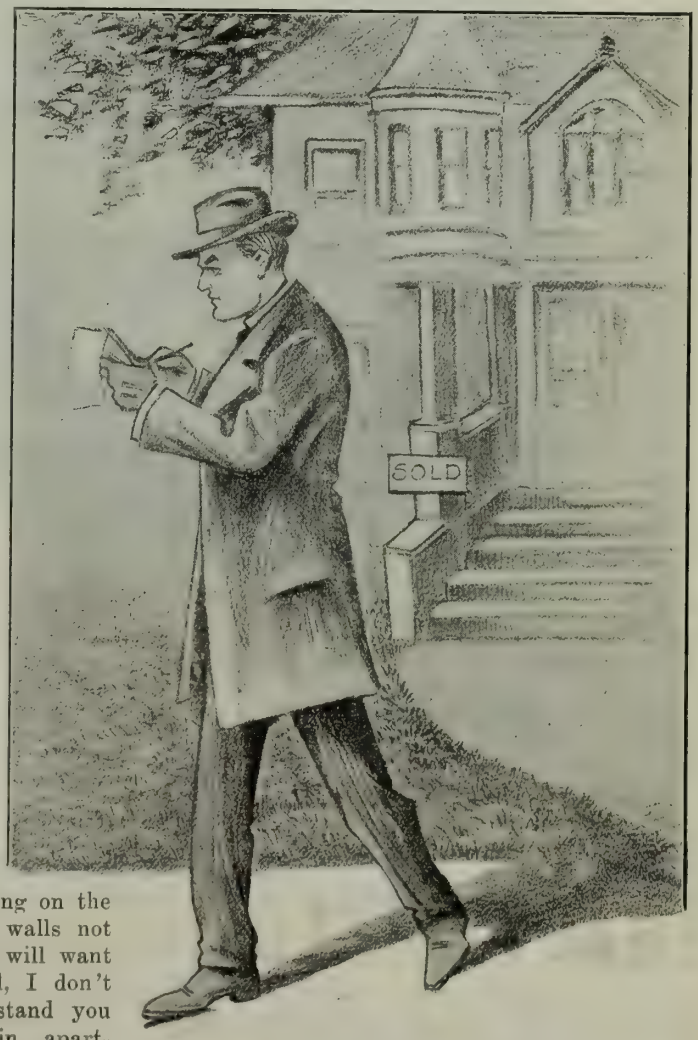
"How did you find that out?" asked the latest addition to the tax roll. "I just left my lawyer's an hour ago and no one except the interested parties knew anything about it."

"We follow real estate transactions very closely," explained Morton. "It is necessary for us to do so if we desire to get our share of business. I took the liberty of visiting the house and, as there was a workman still there, I took the further liberty of going through it. I must apologize for this but will couple the apology with the statement that the visit was made in your interests as well as mine."

"You are a busy man, Mr. Hartman," he continued. "I happen to know that you personally look after the bulk of the executive work in your business here and I can understand that the detail work of buying a house and getting settled will take more of your time than you can spare."

"It has taken more time than I could spare," said Hartman. "I am glad it's over. I am so far behind with my work now, that I'll be glad if you'll finish what you have to say in five minutes." He glanced at his watch as he spoke.

"The work isn't over for you," said Morton. "In fact, it has just begun, unless you are willing to trust a certain amount of the detail to a reputable firm like Sanderson & Co. You need lighting fixtures. The floors will need painting on the upper storeys and waxing on the ground floor. The walls not being decorated, you will want some of them tinted, I don't doubt. As I understand you have been living in apartments up to the present, you will doubtless require a complete set of garden tools. There is no garage on the property, so you will be interested in a metal garage."



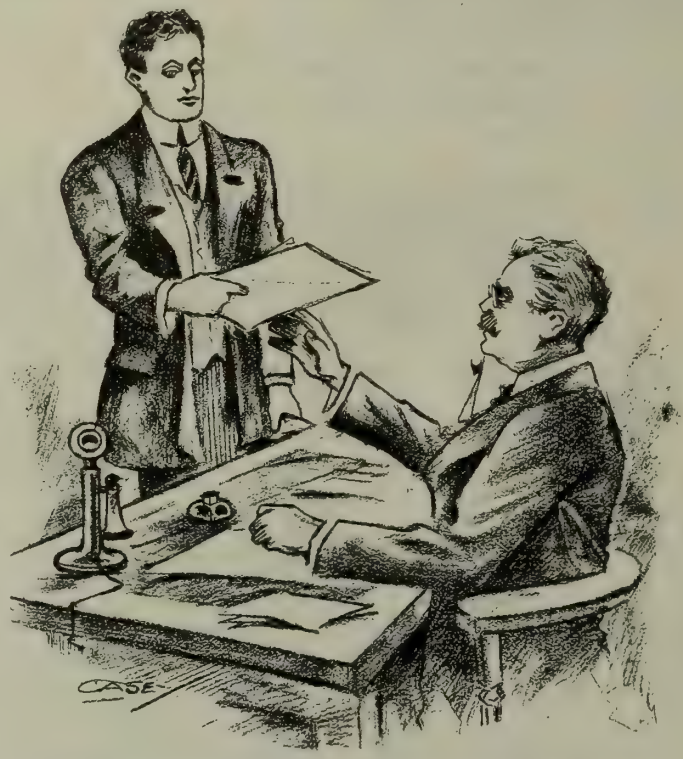
"Here," he said, drawing a paper from his pocket and laying it before Hartman, "is a list of the lighting fixtures required in the house. I have saved you the trouble of compiling that list while I was in the house just now. I have reckoned up what we could supply the fixtures for, figuring on fixtures quite in keeping with the house. Here's our price for the goods installed."

Hartman took the paper and glanced at the figures. The total elicited a grunt from him which might have been either of approval or the opposite.

"We are agents for the best portable metal garage on the market," went on Morton, fishing more literature from his pocket. "This one could be installed on the south-east corner of your lot, and still leave plenty of space for a garden on the other side. If it will be any inducement to you, we could give you a figure to cover the cost of the garage,

it's installation and the laying of a concrete driveway to the road."

"I'll certainly need a garage," said Hartman, with a thoughtful frown. "I had no idea there was so much detail work still left. In fact, I thought I was over with all this bother, but I can easily see that I've just got nicely started."



"Here's our price for the goods installed," said Martin

"Have you any doubts of the reliability of Sanderson & Co.?" asked Morton.

"None, whatever," affirmed Hartman. "I know Geo. Sanderson well and, although I've bucked up against him on politics and in several other things, I'm prepared to give him a certificate of honesty any time he may require such a thing."

"Then you could give us a contract to go ahead and do all that is necessary for the house without any misgiving—if the price were right," said Morton. "I'll give you prices on everything, including the installation and all you will have to do will be to pick out what you want. You can move into the house in one week from to-day and everything will be in apple pie order."

Hartman looked at the pile of work on his desk and with something resembling a sigh of relief, said: "Give me your figures anyway, and I'll think it over."

The contract was placed, Hartman paying a sum which at first had appalled him. On taking it to a friend who had bought and moved into a new home within the year, he found that the figure was a fair one, however. "I believe it is less than I paid," explained the friend, "and then I had the bother of looking after everything myself. It took several weeks to get everything settled. I only wish that Sanderson & Co. had offered me a bargain of this kind."

This incident illustrates the methods followed by a hardware firm located in a large Canadian city. The names constitute the only fictitious part of the narrative. The firm in question have reduced the securing of outside business to a science and have found it so profitable that recently the proprietor seriously considered selling the retail end of his business and going exclusively into contracting along lines indicated in the incident quoted. This idea he has abandoned and is continuing to operate the store as well as his outside work.

Sanderson & Co. (the name, though fictitious will do as well as any other for the purposes of this narrative) were literally forced to take up outside salesmanship. Their store was located on the north end of the main business street but was really outside of the downtown district. The business catered largely to the needs of a fashionable and rapidly building up residential section. It should have been a splendid paying business but, for some reason or other, it was not.

The larger stores down town sent more goods into the district than Sanderson & Co., did. The reason was hard to find, inasmuch as the Sanderson store was attractively arranged, well stocked and aggressively managed.

By investigating personally, the proprietor finally found what he knew to be the trouble. The people of that district followed the lines of least resistance in their buying. The men were busy all day at their offices and their wives were so engrossed in their social activities that they looked after household purchases on the least onerous basis. The large stores downtown advertised heavily and got most of their orders from the district in question by telephone. If the purchase was one necessitating personal inspection, it took just a few minutes extra to glide downtown in the automobile.

Mr. Sanderson concluded that if he could get these people to see that buying from him was the easiest way, he would soon have a monopoly on the hardware business in that locality. This conclusion he confirmed by a number of personal visits. His proposal to take all responsibility off the purchaser, making the quality and price right, almost invariably met with the response: "Very well, go ahead then."

In this way, Sanderson & Co., broke into the outside salesmanship game. They gradually worked up and perfected a system which kept them in close touch with real estate developments. Morton, the chief outside salesman, called up the real estate offices every day or so, visited the city hall to inspect the building permits and kept closely in touch with the contractors. Few deals went through without Morton hearing of it within a day or so.

His duties were entirely outside the store. When not canvassing for business, he would call on customers for whom work had been done previously and see if everything was satisfactory, thus killing two birds with one stone, for he not only pleased the customers but he often secured fresh orders from them.

Connections were established with painters, carpenters and workmen in all lines so that contracts could be accepted for all manner of installations. This was the real secret of Sanderson & Co.'s success. They were able to offer the public complete service, to assume the whole burden of responsibility relieving the customers of all attention to detail.



View of the booth of Geo. A. Sills at Seaforth Fall Fair.

Exhibiting Stoves to Push Sales

IN recent issues, Hardware and Metal has commented at some length on the advantages of exhibiting at fall fairs, instancing the methods and the results of various Canadian dealers. Herewith is presented a view of part of the exhibit of Geo. A. Sills, of Seaforth, at the Seaforth Fall Fair. It was devoted for the most part to a display of stoves.

Mr. Sills explains that his object in making the exhibit was chiefly to have his goods seen by the visitors at the Fair and thus to impress on them the fact that Geo. A. Sills was in the business. He would have been satisfied had the booth served only as general publicity. As it was, however, it did more than this, attracting a great amount of interest and promoting a number of sales. Thus direct sales were added to the general advertising which resulted from the exhibit.

The booth was well arranged, which helped no doubt to bring such satisfactory results.

Mr. Sills has also been conducting an active advertising campaign in stoves. A recent advertisement contains a concise and forcible talk on the merits of the range he handles, reading in part :

"It is made to last. It is constructed to save fuel. It requires no polishing except the lids. It has a large roomy oven, reservoir and fire doors. It keeps a fire all night with even wood. It is the range that in our 40 years experience in the stove business has given us the greatest satisfaction and it is the range that is giving absolute satisfaction to over 200 users in this neighborhood to-day.

"If you want a range of quality, buy a———— If you require proof for what we claim, ask any one of these 200 people who are using————steel ranges.

It satisfies the women—no polishing, easily fired, grand baker. It satisfies the men—good value for money, throws great heat. It satisfies the boys—keeps fire all night with either wood or coal and not much of either.'

HARDWARE AND METAL

Vol. XXV. No. 41 Toronto, Canada, Oct. 11, 1913 Two Dollars per Year

PARCELS POST NEXT YEAR.

THE ANNOUNCEMENT made by Hon. Mr. Pelletier that the Parcels Post system would be in operation in Canada on the first of the year, does not come as a surprise, inasmuch as it had previously been announced that the system would probably be put into operation at the beginning of 1914. The start will be made simultaneously in all parts of the Dominion.

The Postmaster-General was silent on the score of the rates to be fixed. As this is the all-important question from the standpoint of the retail merchant, a further announcement from the Government will be awaited with keen interest. On the rates fixed for the local and national zones, depends the success of the system. If there is a sufficient margin between the rates for the national zones and those imposed in the local zones to provide the local dealer with protection against the aggressions of the mail order houses, then the system will prove a success. Otherwise, it will ultimately prove a flat failure, for no measure which works an unfairness against the retailers can prove otherwise than detrimental to the country at large.

Hon. Mr. Pelletier's announcement will be awaited with interest.

A SCARCITY OF COPPER?

THE SITUATION with regard to copper has reached such a stage that predictions are freely made of an impending scarcity. Consumption of copper has increased tremendously, due largely to the fact that electrical work has been developed so extensively.

The production of copper has been hampered by a most unprecedented succession of deterrent circumstances. First there was the world-wide tightness of money, with its hampering influence on industrial operations. The war in the Balkans and the imminence of tariff changes in the United States served further to obscure the horizon. Add to this the war in Mexico, which has brought about a severe shortage in rough copper, and a succession of strikes and labor troubles at the large mines, and it will readily be seen why the production has been checked.

First signs of a shortage have been felt in Europe. An English contemporary refers to it as "very apparent" and states that "the conclusion is well-nigh irresistible that the scarcity . . . may become still more marked and that the price will be driven up to a figure which experience has proven to be prohibitive of consumption." It is pointed out that European buyers, scenting trouble first, have been in the market and are now in possession of a good supply of copper secured at a comparatively low price. On the other hand, American consumers have not been as fully alive to the situation and are likely to feel the shortage most severely.

THE HOUSE OF THE FUTURE.

A WRITER of fiction in a current magazine gives the public an advance peep at conditions as they will be in 1980. In the magic pool of his imagination, he shows us a house without windows but built of such peculiar material that those within can see outside through the walls while those outside cannot see in—a species of glass which works one way only. The heating apparatus in this house is only vaguely hinted at. One gathers that heat is generated below in some peculiarly easy way; possibly by turning a switch which starts an electrical or chemical process of some kind going. The heat thus created spreads in all directions throughout the house, not being confined to the cramping limits of pipes or coils. It never varies in temperature and never stops either summer or winter; the house is so constructed, by the way, that it admits neither heat no cold.

And then the kitchen! It contains neither cabinet, stove nor shelf. The food is kept in glass refrigerators and when desired is put in transparent chambers where it cooks. It is then transferred to the dining table by an automatic wagon.

Tacks, hammers, carpet sweepers, varnish, paint, pots, pans, nothing of this kind is needed around this perfect house of the future. One clearly sees the finish of the hardwareman in 1980.

Our friend the author, would have probably been nearer the truth if he had featured a home full of all manner of contrivances, where touching a button would cause wonderful articles to appear or equally wonderful things to happen, a regular trick house of ingenuity. The tendency of civilization, so far as the home is concerned, has been to multiply things rather than to simplify them.

A hundred articles are needed in the home to-day which our grandfathers never saw. And in 1980—well, the chances are that knowing how to operate everything in the house will be a liberal education in itself.

It should be a great business in 1980, the hardware business.

THE BUSINESS SITUATION.

REPORTS From Western correspondents reproduced elsewhere in this issue, give information of a highly optimistic nature. The crops are now a success from every standpoint and, with this lever, the West should soon lift the load of financial tightness which has held down expansion during the past summer. Another significant statement is made by our Winnipeg correspondent to the effect that collections in the West have improved appreciably.

Has the darkest spot been passed? It now seems quite possible and reasonable to answer in the affirmative. Business, it seems, is on the upgrade and rapid improvement should now be the order.

POINTED EDITORIALS.

A man must always grow faster than his job. If he doesn't grow, the job won't.

• • •

Parcels Post on January 1. The only question now remaining is with reference to the rates.

• • •

A man won't buy what he doesn't want. You cannot make him buy an article. A salesman makes him want it.

• • •

The annoyance of a cheap article is felt long after the satisfaction over the lowness of the price has passed away.

• • •

Some Canadian hardware stores are reported to be handling hat pins. Reader of riddles whisper low, What Next?

• • •

This is the season of big stove sales. Merchants are requested to send information about large sales which they may make.

• • •

What boots it if money is tight, when Christmas rolls around? The amount of business done will be just as heavy as ever, anyway.

• • •

The Ironmonger states that a certain hardware merchant in London is displaying bibles for sale in his store window. Any merchant is to be commended for endeavoring to spread the reading of the Word, but we cannot help expressing the opinion that this is a most peculiar departure.

• • •

They say the Chinese pay their doctors to keep them well and stop paying when they are sick. There is some logic to this, but it would be a poor system for the man blessed with a strong constitution. He would pay regularly without securing any service, while his weakly neighbor would doctor gratis.

What is Credit

ADDRESS this question to almost any retail merchant and his answer probably would be, "Something that I have to have sometimes and which generally costs me a lot." Just how credit originated is a matter that is disturbing controversialists at present, and two deep thinkers, David R. Forgan, a well-known American banker and the editor of the New York World have taken up the cudgels on the question as to whether the banks created credit or credit created the banks. Which brings the comment from the Wall Street Journal:—

"May it be modestly submitted that the question is on all fours with that celebrated problem of whether the egg or the hen was created first? What is important is to secure the largest number of eggs from the hen and the most efficient credit from the banking system."

Credit is the most serious problem to the retail merchant. There are times when every merchant must seek credit from his bank or from a wholesale house; and before the credit man or the bank manager reaches a decision, the whole record of that merchant's business career and as much as is known of his personal life will be passed in review. The financial standing of a merchant is not the only factor in determining the amount of credit he can secure. Solvency coupled with a reputation for unreliability, will fail to win credit where a man in straits but of acknowledged integrity, will be given another chance. A refusal of credit has often been based on the knowledge that the applicant was dabbling on the stock market.

It is the duty of the credit man to get to know everything about the customers of the house. He learns, not only the financial standing of the customer but something about his habits, his social life, his ambitions, his disposition, his methods of doing business. This information is gleaned in various ways; from travelers, from other large houses, from mutual acquaintances.

By means of the information thus gleaned, the credit man is able to size up his customers and judge how far to go with each, with more foresight than would be possible if financial standing only were concerned.

Credit to the retailer is, therefore, a serious matter, something inextricably involved with his whole business and personal career, something that he must keep in view at all times. His credit standing must not be jeopardized.

Nothing hurts a man's credit so much as certain practices, which are still fairly common. Some merchants, for instance, will postpone making payments to the last possible moment, returning drafts, disputing statements, making extra claims. When they reach the last ditch, they pay; and not before. In almost every case, the merchant could have paid at the start, but deferred doing so through perverse principle and a disinclination to "parting." Nevertheless, the impression given is either that he is hard up or that he is anxious to escape responsibility. In either case, the effect on a man's "creditude"—if such a word be permissible—is bad. If he ever needs credit, he may have difficulty in getting it.

Credit is the yard stick with which the business man is measured.

Early Preparations Spell Greater Profits

The Christmas Shopping Season is Now Drawing Close—The Hardware Store is Now in the Centre of it all—Early Buying An Essential—Preparing Advertising Copy in Advance.

Christmas again?

Banish the thought! It was only a few months ago that the last echo of the 1912 festivals was heard. And yet, consult the calendar. There it is—and Christmas is only about ten weeks away.

To the youngster, who still believes in a beneficent Santa Claus, laboring all year at making toys in a little hut behind the hills of nowhere to distribute them free on Christmas eve, the time from Christmas to Christmas is a long and dreary wait. Time proceeds with leaden feet, becoming slower as the great holiday draws near. To the grown-up who buys the toys that a fictitious Santa Claus gets credit for and to the merchant who must see that there are plenty of toys to go around, Christmases come along with giddy rapidity. It seems that the holly wreaths have only just been taken down when it is time to put fresh ones up.

The merchant feels the approach of Yuletide before the consumer. Months before paterfamilias begins to study the bank-book, the merchant is preparing his stock with a view to getting the largest share of the spoils when the assault on that bank-book begins. Christmas preparations are now well under way in most stores.

Get a Larger Share.

To the hardwareman, the Christmas season spells a great opportunity. Time was when the hardware store did not take a very conspicuous part in the holiday trade. It did not brighten up and take on a festive air, inviting the merry shoppers to enter, but remained as dark and uninviting as ever, just like a brick-and-mortar Gabriel Grub. Although the store contained many lines which should have been a big inducement to shoppers looking for real value and suitability, the amount of business done was very small. And the reason was that people had never been educated to go to the hardware store for Christmas gifts. They went to the jewelery stores and the toy shops where everything was bright and suggestive of Christmas cheer. When one desires comedy, one does not buy tickets for Macbeth.

This has changed greatly of recent years. Now hardwaremen are out for a share of the holiday trade; and are getting a bigger share all the time. They stock attractive lines, decorate their stores until they are quite redolent of Christmas cheer, show bright windows and insert snappy ads.

But there is still room for improvement in this respect. The apex of activity has not yet been reached. The coming season spells opportunity for larger Christmas trade to the hardwareman who cares to take advantage of it.

A Well Adapted Line.

The hardware line is well adapted to the needs of the Christmas shopper. A good selection of cutlery, silverware, brass goods, cut glass and household utensils is offered. There is something for every taste. The range runs all the way from the highly practical to the ornamental.

The main advantage is the fact that most goods shown by the hardwareman combine the qualities of utility and attractiveness. There is a stronger feeling than ever for useful gifts. People have realized that, inasmuch as they appreciate gifts from which they obtain service subsequently, other people will appreciate it when they receive gifts of the same order. At the same time, it is desired to give presents which please at first sight. An article which combines



An excellent Christmas toy window dressed by E. A. Wilson, with Glanvilles, Limited, Calgary.

both qualities is desired by everyone.

It thus comes in that the hardware store has just the stock that should appeal to everyone. If everyone can be convinced of that fact, the business done will be enormous.

An Early Start.

An early start is at least half the battle. The baseball team which pounds out three or four runs the first innings has a mortgage on the game. The merchant who gets the early shoppers and who gets the public generally thinking first, is bound to reap an extra share of the business all through the season.

Attend to the Buying Early.

An early start means, in the first place attending to the buying early. Goods must be ordered and stocked well in advance. Experience has proven that it does not pay to leave ordering until the last moment. Not only does this preclude an early showing of the goods but it frequently results in delays in shipment extending sometimes into the active shopping period.

When early shipment of stock is secured, it is possible to plan the arrangement of the store, the advertising and the window trims well in advance—an undoubted advantage.

Buying Novelties.

A good share of the Christmas trade is in novelty lines. Every shopper tries to get out of the rut of hackneyed selection. It is a generally shared desire to pick out gifts which will appeal to the recipient as original. Therefore, the showing of new lines and novelties is always closely scrutinized.

The first year that Teddy Bears were shown, Santa Claus stocked up with many hundred thousands of them and found enough little people to dispose of them all. The demand has continued large ever since but, if a new kind of Teddy bear were offered this Christmas —say, one which danced on two legs when wound up—practically every bear sold this Christmas would be of that kind. It is novelty that counts.

"Preach a better sermon, write a better book, make a better mouse trap"—you know the rest of Emerson's original way of appraising originality. It is the new thing which attracts public attention, particularly at the time when the Christmas rush is on.

In ordering his stock, therefore, the hardwareman should see to it that he gets a good selection of novelties. If he is handling toys — most hardwaremen do nowadays—it will not be difficult, for there is always something new in Toydom. There is always a range of novelties in household goods, however, which could be shown during the holiday season with good results.

Planning the Advertising.

"I always plan my Christmas advertising well in advance," said a prominent hardwareman to the writer recently. "I find that when the rush is on I have no time to write the copy—at least, not good copy. Thus, I have formed the habit of writing the copy for half a dozen advertisements before the active season really starts. These I produce at the proper time and after revising each piece of copy, if revision is found necessary, I send it to the printer."

What a comfort it would be to be able to walk to the desk, open a drawer and haul out a piece of copy, prepared with an eye to existing conditions and all ready to be handed to the printer! Is it not worth attempting?

Parcels Post Will Start First of Year

Important Announcement Made by Postmaster General Pelletier—System Will be Inaugurated Simultaneously in All Parts of the Dominion.

Toronto, Ont.—The parcel post system in Canada will be established early in January.

Hon. L. P. Pelletier, postmaster-general, made the announcement last night when seen in passing through to Ottawa on his return from the western tour which he had made with the postmaster-general of Great Britain. Postmaster Samuel had left Mr. Pelletier at the coast in order to pay a short visit to Seattle, Wash., and as a consequence did not arrive east at the same time as did the Dominion minister.

The Dominion postal department had for some time past been at work on completing the arrangements and were now awaiting word from him for the date on which the parcel post system would see inauguration, said Mr. Pelletier. That date he was now able to say would be January.

The system was to be placed in operation simultaneously in every province in the Dominion, but in its inauguration Canada would learn a lesson from the United States, which on the first day of the parcel post were so overwhelmed with business that great congestion and delay resulted The Dominion postal department being forewarned of what to expect would be prepared and would be in a position to take care of all business offered right from the start. This, of course, would mean a big increase in the staff, but to just what extent could not as yet be stated. All the final details had not been worked out on account of his absence in the west. The matter would now, however, receive his whole attention.



In the last issue of Hardware and Metal, an article was run under the heading "Our Overseas Trade." This should have been credited to The Ironmonger (London.)

WESTERN CROP CONDITIONS.

Mr. David Williams of the MacLean Publishing Company's Western staff, writes from the centre of the great wheat growing district of Sask:

"The weather conditions here lately have been about all that could be desired and farmers are getting their threshing done in fine shape. Grain, especially wheat, is pouring into the elevators and is being loaded into cars over platforms at an unprecedented rate.

The quality is also excellent. One large buyer told me to-day they were getting far more No. 1 than anything else. Owing to the splendid prairie roads this Fall the task of hauling is not nearly so heavy as it has been the last two years and grain growers who have to bring produce long distances are finding the roads a boon. So far there does not appear to be much evidence of corn shortage. Wet and damp grain is practically unknown this Fall. The effect upon general business is not very marked yet but there is an improvement and much confidence is felt for the immediate future. Another great advantage of the fine weather is the fact that farmers are getting on with their Fall ploughing rapidly, the ground being in excellent shape for it. This goes a long way if other conditions are favorable to ensure a large crop next year. The past two Falls were very unfavorable for plowing owing to the wet weather and the early heavy frosts."

Using Information in Sporting Goods Department

The methods of Montreal firm have brought success, card-filing system is used to good effect.



Window display trimmed by Chas. H. Smith, with the J. H. Ashdown Hardware Co., Calgary.

The more information that a dealer can gather about the private wants of his customer, claims Arthur C. Lariviere, manager of the sporting goods department of Lariviere Incorporee, Montreal, P.Q., the better he will be in a position to sell that customer goods, and sell him what he wants. Even such information as the kind of boots which a certain customer wears when duck shooting, or what style of gun he prefers, and what loads—all of this Mr. Lariviere considers of supreme importance.

Supposing a man buys a hunting coat from us this year, he says, at the time of the sale it is an easy matter to offer to sell him a pair of boots also; or when buying ammunition, to put a few questions to him about the gun he uses. In this way we derive information such as the following: Mr. Brown, 101 King St. bought on Oct. 7, a hunting coat. So far he uses only ordinary boots. He uses a ———— shot gun and prefers ———— loads. These he usually buys in ———— quantities. Further might be added: He is most enthusiastic over duck shooting, and usually goes to ———— for this sport.

To keep track of all this information, Mr. Lariviere uses a card filing system, where all cards are filed alphabetically under the name of the customer, and where all information is boiled down into shortest form.

Speaking of the uses to be made of such a system, Mr. Lariviere continues: "I know that Mr. Brown bought a hunting coat this year. I also know that his equipment is incomplete by at least a pair of regular hunting boots. That will be something for me to work on next year. As soon as I get in a shipment of boots suited to the kind of sport in which he indulges, I can write him stating that with the advent of the duck-shooting season he will be needing a pair of high waterproof boots, and that as we have just received our complete stock for the season we would appreciate it if he would come and take a look at some of our samples."

In working out this system it is Mr. Lariviere's intention to place on file the name of every customer, or every prospect upon whom he can get a line. Customers appreciate this little interest in their own personal welfare, he claims. They like to feel that you remember where they go hunting, what sport they enjoy most, and what style of goods they want, so that they won't have to go through the same line of explanations and instructions every time they come into the store.

Mr. Lariviere is a firm believer in advertising to the consumer. He uses the daily papers, sends out catalogues and booklets, and always fills his sporting-goods windows with seasonable goods.

Suggestions for Practical Show Cards

You can sift MONEY from ASHES

Cards Will be of Increasing Importance From the Present on Until the End of the Christmas Season — Some Ideas Which Could be Followed Out in Preparing Seasonable Cards.

ROAST that turkey RIGHT

THE show card becomes of increasing importance as the Fall season advances, reaching its highest position during the Christmas shopping rush. It is necessary for every hardware store to be well equipped with cards for the early Winter and Christmas trade.

It is unnecessary to go into any argument on the question of the value of show and price cards. Nevertheless it will be of interest to quote from a letter received the other day by Hardware and Metal from a merchant. He said in part: "I never used cards to any extent until a few months ago. Then I ordered a number from a professional sign painter and card writer. I gave him the wording and he supplied cards 12 x 9 done largely by brush work in two colors. The expense was small, but the results have been really remarkable. I have been able to trace direct results from every card I have used so far."

With this article are a number of suggestions for the preparation of hardware show cards. Seasonable lines have been taken up. In no case have figures been mentioned, the idea being to use small price cards in conjunction with the suggested show cards. The suggestion in each case is limited to the wording. The card man must design his own layout.

Thanksgiving will soon be upon us. Next week a display should be made of roasting pans. Hence the suggestion.

The ash-sifter is an economy arrangement which appeals to every sensible man. A card pointing out the pecuniary advantages to be gained by the use of a sifter would attract attention. Sum the argument up in a few words as per the suggestion, "You can sift money from ashes." That is no exaggeration.

Brushes are being used to a great extent now in interior painting. Put an assortment, priced, in the store window and use a card as per the suggestion.

Weather strip is a distinctly seasonable line. In preparing a card, be sure to feature the fact that weather strip provide immunity from drafts.

Stoves and ranges are the most prominent line in the hardware store at the present time and window displays will be the rule from now on. One of the

Early birds catch the bargains. Some early bargains

When coal is high, don't burn so much. Here's the solution: A "——" range.

Burns less coal gives more heat

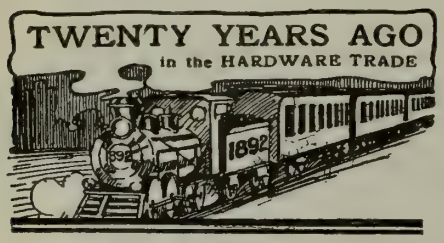
Going Hunting? GO well equipped. COME in.

A good brush gives a neat finish to your work.

Keep out the cold winter blasts. Weather strip will do it.

best points to be brought out on a card is economy—not in price, but in fuel consumption. Two suggestions for cards are shown which proceed along this line.

A suggestion is given for a hunting window card and another for a display of lines intended to interest early Christmas shoppers.



The following items are taken from the issue of October 14, 1893:

"I have always felt that the good window dresser is the man who can make a very good display with a very small stock of each article."

Editor's Note.—This is fully in accordance with present theory. A good many window trimmers have not learned the lesson yet, however.

* * *

"Burglars broke into M. Stewart's hardware store, Tilbury, the other night and stole $150 worth of goods."

Editor's Note.—Mungo Stewart is still in business in Tilbury in hardware, furniture, lumber and coal.

* * *

"It is stated on good authority that the Watrous Engine Works Co., Brantford, will not accept a $15,000 bonus from the city. The conditions for building a larger factory and employing more hands will depend upon the city buying the present works."

Editor's Note.—This step was taken by the city and the Watrous Engine Works Co. moved to a larger plant on Market St. This plant has since been practically doubled.

* * *

"Rope at Toronto is ½ cent a pound lower."

Editor's Note.—This made the price of Pure Manila 10¼c to 10½c and sisal 9½ to 9¾c. The prices to-day are respectively 16½c and 11½c.

British Manufacturers Alive to Situation

London, October 7.—The London Times has made inquiries in London in reference to the statements of its Washington correspondent that surprise is beginning to be felt at Washington and New York that British manufacturers have been slow in recognizing the majority of lower duties imposed by the Underwood bill now in force. These inquiries do not appear to support this view. The Board of Trade had a number of inquiries from merchants and manufacturers for exact information with regard to the changes made in the schedules, and no doubt was entertained in that quarter of the alertness of British traders and their wish to take the fullest advantages and opportunities offered them. Similarly it was clear from the inquiries made at the London Chamber of Commerce that the liveliest interest has been taken in the new tariff by the members of that body ever since the introduction of the bill. Merchants and manufacturers have been keen to learn what were going to be the rates of duties on commodities in which they are particularly interested. It is known that certain British firms made tentative arrangements some time ago for the opening of offices in the United States with a view to possible developments, while others had representatives over there just as the Americans have been over here, and settled arrangements to their mutual satisfaction.

In answer to the statement that commercial travellers from Germany, France and some other countries have been in the United States for some time "studying the new situation and even collecting orders," the reply was made: "We do not do business on continental methods. We do not fuss about with travellers; we keep quiet."

Inquiries in provincial trade centres show that merchants and manufacturers are fully alive to the situation. Several large Northampton boot manufacturers have sent special representatives to America with a view to an extension of business under the new tariff. Nottingham lacemakers also had representatives in America months ago in readiness for the new tariff.

A VIEW OF THE COMMERCIAL SITUATION.

The financial editor of the "Evening Post" recently summed up the commercial situation thuswise: "We have had the autumn beginning with easy money where stringency had been predicted, and the harvests turning out such as to encourage equanimity where disaster had been predicted. We have also seen the completion of the tariff legislation without any accompanying mercantile disturbance. On the basis of all this, prices have rather generally recovered all the losses incurred since the pessimistic view of things began to prevail in early weeks of the year. Those predictions are now known to have been mistaken. There are left the usual autumn problems, such as always make the last three months of the year a period of more or less financial uncertainty, at home and abroad. But that is a different thing from the cataclysm which used to keep timid investors awake at night, between February and July."

CHANGES IN UNITED STATES PARCELS POST.

The former maximum weight of eleven pounds was changed to twenty pounds, and the first and second zones were further benefited by a reduction in rates. In the first zone the rate on parcels weighing in excess of four ounces has been reduced from five cents for the first pound and one cent for each additional pound, to five cents for the first pound and one cent for each additional two pounds or fraction thereof.

The second zone rate has been reduced from five to six cents for the first pound and three to four cents for each additional pound to five cents for the first pound and one cent for each additional pound or fraction thereof.

Use of Flowers in Autumn Window Displays

Whether Simple or Profuse They Are Required to Provide "Atmosphere"—Plans for Window Trims and Interior Decorations For Thanksgiving—Requirements for Christmas.

Autumn, with the special Thanksgiving season, and Christmas, are periods of the year when the window dresser should use sprays, flowers and fruit as decorative features.

It is in an environment of autumnal tints that the man on the street and the woman of the home live and will live for weeks to come, and it is merely an axiom to say that nothing else can so fittingly produce the seasonable atmosphere that is required to set off the seasonable goods, and supply that measure or suggestion that quickens the inducements of the merchandise itself.

Profusion or Simplicity?

In the autumn, more than at any other period of the year, there is an inclination towards profusion in display. Perhaps it is an instinctive impulse to follow nature in the abundance of her harvest, when the Cornucopia ("the Horn of Plenty") is filled to bursting. Many window trimmers are apt to load up the background, especially along the base—and many the foreground—with all manner of natural fruits, and even vegetables, with the time-honored pumpkin not the least prominent partaker in the display. One almost feels that they envy the grocer his monopoly of the fruits of Mother Earth, and the attaching of price tickets would seem the most natural, and not a surprising or incongruous, step to follow.

Interior store decoration lends itself more suitably to a profusion of fruits with the foliage. One of the largest stores in Canada has chosen to give a harvest effect throughout the main floor by a double device. Huge holders in stucco around the pillars a few feet from the ceiling are filled with artificial foliage and fruit in autumnal tints, with a grape vine and fruit hanging down a couple of feet below. The other, appearing alternately, is a decorative effect, resting on the top of large electric globes of the semi-indirect type (the light thrown upward). This grouping consists of foliage and fruit, apples, pears, grapes, etc., with a larger proportion of the fruit than in the other grouping, where the foliage predominates. The lights are kept going all day and the rosy coloring of the autumn is imparted to the whole store.

A Device for Thanksgiving.

A Thanksgiving device adopted with striking effect, in a large Canadian establishment, had as a basis the connecting of the pillars, along the main corridors, two and two, by light wooden beams, the length of each being about 16 feet. Three festoons of autumn foliage hung from the cross-piece, and the ends were caught up into a garland of foliage and found on each side of the pillar and a spray of leaves fell down from each, half way down the pillar.

Maple, Oak Leaf, Grape.

For the ordinary window an urn at either end on a high pedestal, filled with autumn shaded foliage and fruits, is a popular decoration. Screens with a long spray of foliage hanging down one side, with a grouping of foliage on the top, and a slender spray running towards the centre, is a simple form of background, giving the Thanksgiving a general suggestion of autumn. Lattice work, with the foliage entwined, one section at each end, or one alone in the centre, is another device. In fact, almost any kind of light stand lends itself to the foliage decoration of maple, oak leaf, grape vine, sprays, or sunflower stalks. Chrysanthemum sprays also find favor in many quarters, for windows or ledges, or other interior trim. For some classes of goods, the deep tinges of poppy vine seem best suited, just as palms lend dignity to certain displays at all seasons of the year. One of the most effective combinations is a festoon of natural beech leaves, with foliage and fruits in autumn shades.

In Show Cards Also.

Some firms carry their Thanksgiving ideas into show cards as well. One used last year had the words "Thanksgiving Sale" in a border, along the top of which ran a grape vine and grapes, while a cluster showed just below the border to two points. Under the initial "T" was the drawing of a large Thanksgiving turkey, with tail feathers proudly raised. Two sizes of cards were used, one 15 by 12 inches, and the other half that size.

Is Silver Too "Cold?"

The natural combination for Christmas, green and red, has existed since windows were trimmed first. The approval of this exists for one reason, at least, outside of its being a natural plant combination around Christmas. The colors lend warmth to a decorative scheme of goods that, in being seasonable, carry the suggestion of coldness. This point has led to a controversy over the use of "silver" foliage. Some window trimmers make liberal use of it, liking the sparkle, and its resemblance to frost and snow. Others condemn it for that very reason. As one of the leading window dressers in America observed to the Review: Silver foliage is too cold; you need something warm, like the red, in connection with your display; it makes it more attractive to the public; the other rather repels him with a shiver. White, as a background, is good for showing goods off, but here, too, you need something warm, at the edges at least."

Sprays of holly, leaves and berries, the most popular of Christmas decorations, can be arranged in pretty much the same way as the foliage of autumn. A Toronto firm will use a drawing of this, in colors, for their Christmastide price cards this year.

Circle of Evergreens and Lights.

A window device that has been used to excellent effect was a circle of wood, with the centre about two feet in diameter. The rim of the circle was covered with cream brocaded satin, and this in turn by evergreen, with electric bulbs in red and plain, showing out between, a dozen or so. This was set in the centre of the background in the window. From either side ran festoons of pointsetta, terminating in a large bow of red silk ribbon.

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TO COVER THE WEST.

Everyone in the hardware trade will be interested to learn that Peck, Stow & Wilcox Co. will be represented from Winnipeg to the West coast of the Dominion by N. J. Dinnen, with offices at Winnipeg and Vancouver.

Mr. Dinnen has had twenty-two years experience, during many of which he represented the house of Lewis Brothers, Montreal. He afterwards became even more widely known as the head of N. J. Dinnen & Co., of Winnipeg and Vancouver.

Mr. Dinnen needs as little introduction to the trade as does the concern with which he has associated himself, both having been known for many years.

Established in 1819, this company has factories at Southington, Connecticut, and Cleveland, Ohio, and also has salesrooms and offices at 27 Murray St., New York City.



Sold Sixty-Five Stoves In Two-Day Annual Sale

Record Established by a Brantford Firm—Have Held Annual Sale For Sixteen Years With a Gradual Increase of Business—Advertising Has Proven Its Power in This Case.

THAT big results can be obtained by big publicity in the stove department is a fact which has been amply demonstrated by Turnbull and Cutcliffe, Limited, Brantford. In two days they sold sixty-five stoves for cash.

For sixteen years the firm have been holding an annual stove sale on the first Friday and Saturday of October. Each year the sale has become larger, the accelerated growth being due to the growth of the city to some extent but more to fact that each succeeding sale has had the benefit of the publicity given to sales in the past. With each year the sale becomes better known and attracts a wider degree of attention.

It is interesting to note that firms which establish regular fixtures in this way find the results satisfactory. A store fixture becomes known to the public and the more it is repeated the wider influence it excites. Turnbull & Cutcliffe have other annual fixtures, including a sale of household and laundry supplies. This is held each year in February and attracts a wide share of attention.

Was Well Advertised.

The sale was held on Friday and Saturday of last week and it was well advertised in advance. Half-page space was used in the daily newspapers, the ads. being repeated in the weekly editions so that the country as well as the city trade was reached.

In addition to the advertising thus done, the firm devoted the store windows to stove displays for some days previous to the sale. It has never been found necessary to resort to special methods such as the issuing of personal invitations or circularizing the district.

Turnbull & Cutcliffe, Limited, are firm believers in newspaper advertising to create interest in a special sale. Some years ago they advertised their annual sales by sending out bills and circulars without supplementing them by newspaper announcements. After listening to the persuasive arguments of an advertising solicitor from one of the local papers, they decided one year to use newspaper space instead. The system still used was inaugurated then, half page space being used for some days prior to the sale. The results were so good that all other forms of publicity were abandoned and to-day the firm rely absolutely on their advertisements to make the sale a success.

Heavy Sales Made.

For the purposes of the sale, one side of the store was cleared out and the stove stock was stationed in the space thus provided. As the T-C store is of exceptional length, it was thus possible to display a complete range.

The store was the Mecca of stove seekers during the two days and, as stated before, 65 were sold on Friday and Saturday. This shows a healthy increase over the records of previous years, when 53 were disposed of.

The average price of the stoves sold was between $48 and $50. The sales were divided pretty evenly between city and country customers. A majority were sold on a straight cash basis.

IS THIS A RECORD?

The sale of 65 stoves in two days by Turnbull and Cutcliffe, Limited is, as far as Hardware and Metal knows, a record for Canada. Two years ago, this paper announced the sale of 43 stoves by A. Welch and Son, Toronto, in one day and this still holds the record for a single day's business. Other firms have had large sales, but none have eclipsed the records thus mentioned to the knowledge of Hardware and Metal.

The terms of the sale, as announced in the advertisements, gave a discount on all stoves purchased during the sale and a further discount of 10 per cent. was given for cash. This inducement was sufficient to put a majority of the sales on a cash basis.

The campaign thus conducted by Turnbull and Cutcliffe, Limited demonstrates the splendid results which can be obtained by applying publicity methods to the stove department. Complaints are often heard from dealers that the mail order houses are outselling them in the matter of stoves; but in such cases the cause is probably found in the dealers own inactivity. The mail order house has only one weapon—advertising—and if the local dealer meets this opposition with equal publicity, he need have no fear of losing trade.

ANNUAL STOVE ANNOUNCEMENT.

The annual stove announcement of Smith & Gaetz, Red Deer, Alta., was made on Friday, September 26. It occupied a full page in the local papers and contained illustrations and descriptions of no fewer than thirteen different varieties of stoves and ranges.

This annual announcement has become a feature of the fall stove campaign of this firm and has doubtless contributed to the success they have enjoyed. In their last ad. they say:

"We have had an enormous stove trade. We have acquired it by experience gained in a quarter of a century's residence in this country. The result of this experience is evidenced in the lines described and priced herewith. While we prize our experience, we are not living on our past and the lines we offer now, we are convinced, will bring us the greatest stove business in our history."

They are using as a slogan, "You'll like our stoves." This catchy phrase is repeated throughout the ad. set in panels..



What Other Hardwaremen Do

Advertising opportunities seized by J. C. Wanless, Chatham — Annual stove announcement of a western firm—Northern Ontario store is handling automobiles with success.

SNATCHED ADVERTISING OPPORTUNITY.

Chatham, Ont.—J. C. Wanless, hardware merchant, is alert to take advantage of every opportunity to advertise his business.

Recently the building adjoining his store on King Street was torn down to make way for a new structure. For the time being Mr. Wanless has a corner store with one blank wall facing Chatham market. Hardly was the debris of the departing structure cleared away before the wide-awake hardwareman had hanging on the upper part of the wall a huge streamer calling attention in big, bright letters, to the advantage of purchasing hardware, stoves and ranges from C. J. Wanless. What would otherwise be an unsightly and unprepossessing blank wall is thus used to boost business.

Another shrewd method of advertising is used with carpenters. The Wanless store makes a present to every carpenter who purchases tools or materials of a carpenter's apron bearing the advertisement of the firm. Carpenters generally appreciate the utility of a gift of this sort; and seem not at all averse to becoming, while at work, walking advertisements of an enterprising firm.

SHOW PUMPKIN IN WINDOW.

Evidently there is nothing the matter with the soil around Duck Lake, Sask. This is made evident from a sight of the pumpkin Hilliard Mitchell, general merchant of that town, brought into Winnipeg this week. The pumpkin is being displayed in one of J. H. Ashdown's windows, and is attracting a good deal of attention. It is two feet one inch high, and six feet one inch in circumference, and weighs 115 pounds. Mr. Mitchell wonders if other readers of Hardware and Metal can do as well. He contends that this pumpkin, which is just one of many giants he has grown, shows the possibility of the Duck Lake district for vegetables and mixed farming.

ESTABLISH LADIES DAY.

The retail store of the J. H. Ashdown Hardware Co., Calgary, has seen the introduction of many original ideas recently. The latest is the establishment of "Ladies' Day." A certain date is set aside and advertised extensively. From 7 a.m. to 6 p.m. that day, articles of special interest to the ladies—articles for home use, articles for office use, school girls articles—are offered for sale. This plan has resulted in drawing a large attendance of lady shoppers on the dates mentioned.

Another idea carried out recently was giving away skirt or coat hangers free with every purchase of $1 or over.

ARE SELLING AUTOMOBILES.

The Geo. Taylor Hardware Co., New Liskeard and Cobalt, have taken an agency for a popular-priced automobile and are pushing the side line for all it is worth. Separate space is used in the newspapers for advertising the cars but mention is also made in "Taylor's News."

In comparing a driving horse with the car they are handling, they say:

> "Your driving horse weighs as much if not more, but it has only one-twentieth the strength, cannot go as fast or as far, costs more to maintain and almost as much to acquire."

BRIGHT STOVES SELL BETTER.

Blenheim, Ont.—With the cold weather approaching, hardwaremen are energetically pushing the sale of heaters.

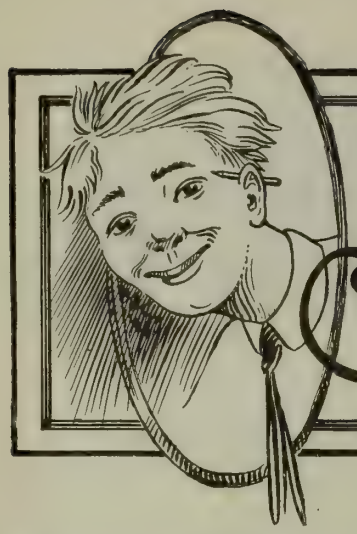
"I find that it pays to give some attention to the condition of the stoves and heaters you are offering for sale," stated a leading hardwareman. "Stoves and heaters sell much more quickly for being kept in bright and attractive shape.

"Of course, we don't aim to sell a stove on its looks alone. Our clerks are taught to study the selling points of the article, and to be able to explain every detail. Nevertheless, I know that first impressions are very important with a good many people, so I aim to make the first impression created by any stove I am offering as favorable as possible.

"It is easy for dust to settle on a stove, and in damp weather there is always some danger of rust forming. People have a mighty funny way of noticing these things; and I find that often while a clerk is trying to talk up the good points of a stove, the customer's attention is at least half taken up by some little superficial blemish. Then, too, if the stoves aren't spick and span, there are always some people who think the merchant is trying to shove off damaged goods on them.

"For these reasons I keep pretty close watch on my stoves, and aim to always have them clean and bright. Frequent dusting is necessary, but a thorough dusting takes only a little of a junior's time. If any hint of a rust spot appears, it is at once eradicated.

"Some merchants make a practice of piling other goods on top of the stoves. It's very easy to make a handy catch-all of a kitchen range, you know. I never allow that. Of course, kitchen utensils can be advantageously displayed on a range—the showing of the two together is suggestive—but I make it clear to the customer that it is a purposed display, and not merely an evidence of carelessness or neglect."



THE JUNIOR CLERK'S PAGE

HOW ELECTRICITY HAS BECOME SO CHEAP.

A striking fact not generally known even now was brought to light a number of years ago when the owner of an active manufacturing plant on the outskirts of a Western city one day held what he called a "cost conference" of his heads of departments. One of the results was to reveal the single exception to a general increase of costs. The chief engineer showed that there had been a steady decline in the cost of electric power since electricity was installed nine years before.

The point made by this engineer with regard to power was quite in line with the striking statement of Thomas A. Edison with regard to electric light.

"Electric light," said Mr. Edison, "is the only thing I know of that has become any cheaper in the last ten years."

This reduction in electricity cost becomes all the more significant in view of the steady rise in the "cost of living" which has occasioned so much comment of late years. Many of the commodities whose increase in cost is chiefly responsible for the increased cost of living enter into the production of electric light also. Coal, labor and copper form the principal items. From 1902 to 1907, for example, coal increased 6½ per cent. Within the same time labor advanced 8½ per cent. The cost of copper increased approximately 35 per cent. Nevertheless, the cost of power and light went down as steadily as the cost of living went up.

To users of power and light the fact may seem at first to be more interesting than the reasons, yet the reasons for the decrease in electric power and light costs are, indeed, directly connected with the vital interests of manufacturer, storekeeper and householder alike.

In fact, they prove that all classes of users of either light or power have not only shared in the reduction, but helped bring it about, and that this sharing in the results has a direct bearing on the future costs.

The mechanical factors that have helped in this reduction are too many to mention. More advantageous placing of electric plants beside waterfalls or at coal mines; larger plants and vast improvement in transmission systems; improved generating systems, as with the Curtis turbine engine; and the cheapening of installations by new inventions have added their quota to the factors of progress.

In the case of light, for example, the sharp decline in cost between 1892 and 1898 was due chiefly to the reduction in the price of carbon lamps; between 1899 and 1902, to new types of lamps, and since 1908 to the perfecting of the tungsten lamp, which uses only one-third of the current required for the old style lamps in common use.

Another cause of reduction in the cost both of power and light has been the wider use of electrical power and electric light that has enabled distributing plants to sell current for a greater number of hours in the twenty-four, and in this way to reduce rates based on the twenty-four hour maintenance of the plant.

In Chicago, one dollar now buys almost eight times as much electric light as it did in 1886, more than twice as much in 1909, just four years ago. Boston's reduction of over sixty per cent. in a single decade indicates what has been going on in the large distributng centres. Smaller centres, when favored by conditions of distribution, also show remarkable declines in prices.

—Electric Service Magazine.

THE MAN WHO ACTS.

Health attends the man who acts. Wisdom guides him, Hope frees him, Joy helps him, Power moves him, Progress marks him, Fame follows him, Wealth rewards him, Love chooses him, Fate obeys him, God blesses him, Immortality crowns him.

—Edward Earle Purinton.

AWFUL CATASTROPHE.

"What's the matter with your wife? She's all broken up lately."

"She got a terrible jar."

"What has happened?"

"Why, she was assisting at a rummage sale, took off her new hat and somebody sold it for 35 cents."

REMARKS BY THE JUNIOR CLERK.

Make your job bigger—and grow with it.

* * *

Remarks left unsaid require no explaining.

* * *

It's better to study the mood rather than the character of the buyer.

* * *

Here's a good rule. If you can't get what you want, learn to like what you get.

* * *

If you do only what you are paid for, you will be a long time getting a raise in salary.

* * *

How is it that a photograph never does you justice, while it always flatters the other fellow?

Kamsack, Sask.—J. Connell, who had been an employe in J. G. Hallson's hardware store for the last couple of years, left Wednesday for Clifford, Ont., and intends to take up residence in the east.

Current News of the Hardware Trade

Stove Firm Moving.

Toronto.—The Wrought-iron Range Company, of Vine street, will move to King street. This establishment has been here about 15 years.

Convention at Montreal.

Montreal, P.Q.—The 23rd annual convention of the American Railway Bridge and Building Association will be held here October 21, 22, and 23. President A. E. Killam, Inspector of Bridges and Buildings on the I.C.R. will preside.

Burglars at Work.

Warkworth, Ont.—A. M. Hamilton's hardware store, was entered by thieves one night recently, and a large quantity of store goods taken, including penknives, razors, rifles and ammunition, and other articles, as well as a few dollars in money which had been left in the shop.

Improving His Store.

Oxbow, Sask.—In order to make his hardware store more commodious, and at the same time to have a private office, W. W. Winteringham, is changing the stairway at the rear of the store. Mr. Winteringham purposes changing the windows and siding the store with rock-face siding.

Still More Burglars.

Hastings, Ont.—This town was again visited by burglars last night. They forced the windows of Lambert's hardware store, where they secured safety razors, knives and other goods to the value of about $100. They also entered Baker Bros.' general store, where they were discovered and when the alarm was sounded they escaped.

Burglar Was Caught.

Windsor, Ont. — Milton Baine, aged twenty-nine, was caught early this morning entering the Windsor Hardware Company's store, Sandwich street, west. A pedestrian, who saw a man tampering with a rear window in the store, informed the police. Patrolmen Jones and Broderick hurried to the store and found an entrance had been made. Baine was located in the basement. He carried an axe, which he intended using to break down the door leading to the first floor.

Obituary.

Lucan, Ont.—James Park, general merchant, died on October 4, following an operation for appendicitis.

Hydro Store for Brantford.

Ald. A. McFarland, Chairman of the Fire and Light Committee of the City Council, stated this morning that it was the intention of the Hydro-Electric Department to open a store in the city, in which will be displayed lighting fixtures, and from which will be sold, to Hydro customers only, lamps and other equipment at a reduced price. Sales will not be made to users of electricity other than Hydro.

Fire Losses.

Montreal, Que.— Early last evening fire broke out in a shed on the premises of the Martin-Senour Company, Montcalm street, St. Boniface, and did damage to the extent of $1,000.

Pembroke, Ont.—One of the worst fires in the history of Pembroke, entailing a loss of some $60,000, took place early this morning, when the valuable Hunter property, on Main street, extending from the corner of McKay and Pembroke streets to the Griffith building besides the postoffice, was burned to the ground. The losses: W. A. Hunter & Sons, dry goods and groceries, $2,000 on stock, with $10,000 insurance; $10,000 on building, with $4,000 insurance; S. N. Hunter, hardware, $10,000 loss, covered by insurance; W. St. James, barber, loss $300, covered by insurance; Robert Strutt, shoemaker, $600 loss with $300 insurance; George Chambers, fruit and confectionery, loss $800 on stock and $1,200 on house with $800 insurance.

Business Changes.

Bond Head, Ont.—T. W. Parker, hardware, has sold out.

Forward, Sask.—E. W. Bean, tinsmith, has discontinued business.

Florence, Ont.—The hardware firm of Tripp and Sinclair have been succeeded by Trapp and Paddick.

Waterloo, Que.—D. M. Poirier & Co., tinsmiths and plumbers, have dissolved. F. X. Poirier has registered.

Sceptre, Sask.—Pearson and Cameron, hardware dealers, have been succeeded by the Sceptre Hardware Co.

Hitchcock, Sask.—P. Dupins, who sold his hardware business to Roy George some time ago, is again in charge of the store.

Holden, Alta.—C. A. Dumble is opening a hardware and grocery business in the store vacated by the Mitchell Sales Company.

Colborne, Ont.—G. W. Batty has purchased the hardware and stove business of H. J. Morden. The latter is moving to Toronto.

Blairmore, Alta.— Alex Morency has severed his connection with Dawson & Green, and has started out in the heating and plumbing business.

Fort William, Ont.—Gordon R. Colville, hardware merchant, has been succeeded by Colville and McLaughlin.

Toronto, Ont.—W. F. Rowell, hardware, is discontinuing.

Russell, Man.—A. Fraser, who sold his hardware business here some time ago to J. S. Maynes, is again in charge of same. Mr. Fraser will also do all kinds of tinsmithing and repair work in future.

Personal Notes.

Mr. Harris, of Toronto, manager of the Canada Metal Co., Ltd., was in Montreal last week.

Montreal, P.Q.—J. B. Learmont, of Caverhill, Learmont & Co., Montreal, has returned from Europe.

Montreal, P.Q.—Jno. Cameron, of the Winchester Repeating Arms Company, was in Montreal last week.

W. H. Newton, of the Canada Paint Co., Montreal, has just returned from a business trip as far as Winnipeg, Man.

Montreal, P.Q.—A. J. Teakle, general manager of the Herman Young Company, of Quebec City, was here for two days last week.

Montreal, P.Q.—J. E. Elliott, of McLellan & McFeeley, Vancouver, B.C., passed through Montreal last week on his way home from a trip to Europe.

Montreal, P.Q.—Among the out-of-town hardware dealers who visited Montreal during the past week were the following:—J. A. Gravel, St. Rose, P.Q.; C. A. Charlebois, Curran, Ont.: D. Hetu, St. Agathe, P.Q.

Montreal, P.Q.—The Hon. W. H. Cushing, M.P., who has been called the Lumber King of the West, was in Montreal last week, and in an interview given to a newspaper man he expressed himself as very optimistic regarding the trend of business for the future.

Montreal, P.Q.—J. Hobbs, Consolidated Glass; W. Phillips, Cobbin Manufacturing Company, and Mr. Hill, of Toronto Plate Glass Company, have returned to Toronto, after being present in Montreal at the meeting of Glass Importers' Association, which was held last week.

Montreal, P.Q.—Among those calling on the Montreal wholesale trade during the past week were the following:—H. D. Rose, Carborundum Company; F. G. Moon, Clayton & Lambert, Detroit, Mich.; Sydney W. Beatty, Henry Disston & Sons; F. F. Stellwagen, jun., John Graham & Co., New York, and Scott C. Ball, Sargent & Co., New Haven.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Business is reported good from all quarters. The warm weather has hurt demand in some lines, notably in stoves, but has brought compensations. Altogether, the volume of business being done is quite satisfactory.

Some price changes have been noted during the week. Clothes lines and sash cord have been advanced. Iron pipe has been placed on a slightly lower basis.

A most significant note is the statement from Winnipeg that collections in the West have materially improved.

MONTREAL.

Montreal, October 8.—It appears from the reports in general that business conditions in the hardware trade are continuing good. Wholesalers report that the volume of orders received is satisfactory, and well up to expectations. Some price changes are noted this week. Cotton clothes line having advanced as also has sash cord, while the prices on Iron pipe, both black and galvanized, have been reduced slightly. Galvanized sheets are also quoted at an advance of approximately 20c all round. There was some talk recently of a change in the price of nails, but this will not take place and the quotation remains at $2.30 base. Sash cord is now 30c which is an advance of 1½c. The new prices on cotton clothes line are as follows: 30 ft. $1.05, 40 ft. $1.35, 50 ft. $1.65, 100 ft. $3.35.

The new prices on iron pipe show a material reduction, as the following table will show if compared with last week's regular quotation.

Size	Black	Galv'd.
¼	$2.05	$2 92
⅜	2.05	2.92
½	2.56	3.40
¾	2.95	4.05
1	4.35	6.00
1¼	5.85	8.10
1½	7.00	9.65
2	10.00	13.00
2½	14.80	20.55
3	19.40	28.90
3½	24.70	33.65
4	29.25	39.90

In general hardware the demand has been more pronounced for lines such as horse blankets, snow shovels, ash sifters, sleigh bells, skates and hockey sticks.

Cutlery is still in good demand and all lines are being ordered freely. Some retailers are already making preparations for Christmas trade and quite a number of orders are being received for lines such as art brass, silverware and cut glass.

Metals Are Weak.

In the primary markets there have been no very great changes although most prices have changed slightly and almost all in a downward direction.

Tin.—The weakness which has been noticeable here still continues. Last week's quotation of £187 15s. has given way to one of £184 15s., a decline of 60s. The improvement which was looked for is not yet in sight, and if tin can be judged from its past performance it would take a very far seeing man to make a prediction. Montreal jobbers are now quoting 46c.

Spelter.—Spelter is quite plentiful at the present time and the market has eased up somewhat, a quotation of $6.75 has given place to one of $6.50. The English market closed to-day at £20, whereas a week ago the quotation was £28 17s. 6d.

Lead.—Lead has had its ups and downs during the past week and closed to-day at £20, which is slightly lower than last week's quotation. Lead, however, is scarce both here and in England and fluctuations of this nature will not affect the local market to any great extent. Lead is at present quoted here at $5.65.

Antimony.—The demand here continues fair and prices remain unchanged. Ruling quotations are now 9¾ to 10c per pound.

Copper.—Copper has been very steady during the past week. The London price of £73 quoted last week is practically the same to-day at £73 2s. 6d.

Iron.—The London Market which was 54s. 4d. is now quoted at 53s. 3d. This change does not amount to very much as quotations have been up and down every day.

TORONTO.

Toronto, Oct. 9.—Business generally is reported to be better than for some time. The mild weather has continued the demand for certain lines, and thus made up in a certain sense for the loss that is felt as a result of the slowness of winter orders. That the weather has proven beneficial from a business standpoint is certain, however. It has given the Western rancher an unusually prolonged chance to get his grain all in without loss. The effect this has had on business, although indirect, has been unmistakable.

However, the jobbers are now desirous of a touch of cold weather. A few days of a more seasonable variety would get the winter lines moving, a contingency much to be desired.

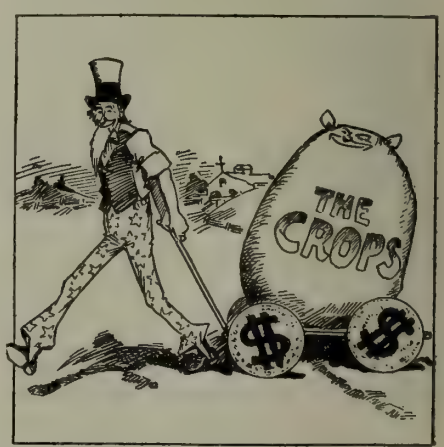
Fewer complaints are heard now on the score of collections, so that it is reasonable to assume that the money situation is easier. Some firms, which formerly voiced their discontent with collections, assert now that there has been a turn for the better.

Metals Are Weak.

The general tone of the metal market is weak. Business done is reasonably good, but prices in some lines, at least, are fluctuating with an apparent tendency toward lower levels.

Tin has been weaker on the primary markets, although no radical developments have occurred during the past week. The local price has not been changed.

Copper differs from other metals in showing a fairly strong front. The supply of copper is not particularly large at present, and general indications point to a period of scarcity. Although no signs of a pinch have yet been felt, this is enough to keep the price firm.



Uncle Sam has had a prosperous year.

Some Advances Recorded.

The hardware market has seen a few price changes during the week. Owing to the increased cost of cotton, several lines, such as sash cord and clothes lines, have shown a small increase.

A slightly lower schedule has been arranged on iron pipe, particulars of which will be found in another column.

Christmas Goods Going.

The continued warm weather has been hurting the trade in winter goods. A certain amount of shipping is being done, it is true, but not at all in proportion to what is usually expected at this time of year. However, the jobbers are not worrying any, as the continuance of fair weather brings compensations for any loss of business in certain lines.

A fairly active demand is being felt for Christmas goods. Cutlery, silverware, brass goods, cut glass, and so on are moving in satisfactory bulk.

Ropes and Twines.

Manila and sisal rope remains unchanged in price. Pure Manila is quoted at 16½c base; British Manila, 12½c. base; lath yarn, single, 10¾c lb.; lath yarn, double, 11¼c lb. The demand for rope is very fair for this season of the year. Reports from the South indicate that the market is steady. Receipts at Manila are small, but manufacturers appear to have sufficient stock on hand to meet present wants. Cotton is soaring high, and seine twine has advanced. If high prices continue it is not unlikely that other lines, including cotton rope, etc., will be affected.

Electrical Goods in Demand.

Several times recently Hardware and Metal has commented on the growing demand for electrical goods. This has become more marked as the season has advanced. To-day there is a steady call for dry cells and for specialties of all kinds. Electric radiators are also meeting with a ready demand.

The Stove Market.

As might be expected, the stove trade has felt the effects of the mild weather. September was a record month, and October opened as though the grand march of business would continue to sweep along in the same stride. But the utter lack of any semblance of cold weather has created a certain amount of indifference among dealers, and a tendency to delay has been noted. This has caused a certain falling off.

Nevertheless the volume of business was large The demand was pretty equally distributed. Ranges as usual were the heaviest line. Oak heaters and base burners have been in heavy demand.

Furnaces are now selling rapidly. In some points there has not been as much buliding as in past years, and this undoubtedly will hurt the furnace industry. On the whole, however, demand will be quite as heavy as last year.

Enamelware and kitchen utensils of all kinds are moving in good bulk.

WINNIPEG.

Winnipeg, October 8.—Wheat continues to arrive at Winnipeg en route to the head of the Lakes in unprecedented quantities, something over 30,000,000 bushels of the season's crop, representing $25,000,000 in cash, having already passed through. But it is evident that nobly as the transportation companies have met demands up to the present, they cannot much longer stand the enormous strain. Already complaints of car shortage are coming to hand and there will be the usual howl for cars in another week. To move more than 1,500 cars of wheat per diem is expecting too much. To move 1,000 daily till the close of navigation means that 70,000,000 will be out by the close of navigation. Sir William Whyte, director C.P.R., and Geo. Bury, vice-president, have both expressed fears of congestion but if there is any serious trouble it will emanate from Montreal and work west. There is room for the storage of 50,000,000 bushels at the head of the lakes by elevator and boat, and stocks there are accumulating but slowly. The question of ocean freighters and cars are the points that count.

However, some $25,000,000 has already passed into farmers' hands and under any circumstances that amount will be doubled before the close of navigation. It will be seen then that money shortage is pretty well a thing of the past here. Collections are now fast improving, in fact, retailers in many districts call them good. As before pointed out the worst to be feared now is not shortage of money but an era of extravagance and reckless buying. This should be guarded against.

In the wholesale hardware trade there is nothing of importance to announce. There is a good sorting demand in most seasonable lines. There is a fair demand for builders' supplies both in the city and country.

Stoves, heaters and such lines are now very active and being shipped to country points in considerable quantity, they are also selling freely in the city and a big business is looked for with the advent of some really cold weather.



The hunting season is on.

Methods of Retailing Paints and Varnishes

Making Paint an All-Year-Around Line

How one merchant accomplished this desirable development — It can easily be done, as the department is in reality an all-year-round one— Now is the time to make the move.

A hardwareman who has made a most unusual success of his paint department, explains it on the ground that he has made it an all-year-around department. He keeps sales going from January 1 to January 1.

And this has been accomplished, to use his own words, by "always working for sales."

When outside painting is done, this dealer loses no time in trotting forward his interior paints and varnishes. He holds demonstrations through the late fall and early winter. Last year, he conducted a demonstration two weeks before Christmas and advertised it under the caption, "Let us show you how to decorate your home for Christmas." A good attendance was the result and the amount sold was remarkable—for two weeks before Christmas.

In January, he sent out a small leaflet to all the women in the district. It gave ideas and suggestions for the decorating of the interior of the home and the proper preparing of floors. The introduction led off with the caption "When you entertain," and went on to point out the necessity for a handsome appearing home during the winter months when social activities are at their height. Perhaps the most effective part of the booklet was a table showing the cost of preparing floors, etc. This piece of progressive publicity resulted in a good sale and, what was more important the interesting of many housewives in the problems of interior decorations.

He is still getting results from that circular.

This dealer keeps his paint stock in a prominent position the year around and puts in a window display at least once a month. It is seldom that a customer leaves the store without having the query addressed to him: "Anything that you require in the way of paints or varnishes?"

There is nothing exceptional in the success achieved by this dealer in making paint an all-year-around seller. Many other hardwaremen are doing it. As a matter of fact, the paint department is an all-year-around department and it merely requires recognition of this on the part of the dealer. The condition exists; it does not require to be created.

Merchants who have not made any special effort to sell paints, varnishes and specialties except at the most seasonable time, should turn over a new leaf. They have been losing a large slice of profitable business which would otherwise have been theirs. Through sheer lack of the initiative to reach out and grasp it, they have allowed it to go to competitors or to be lost entirely; for people who would buy such lines as floor wax, varnish stains and flat wall colors, neglect to do so unless the merchant brings their need to their attention.

It is just about this time of year that the merchant of this class begins to lose interest and to let business slide through lack of proper exploitation. From October to March, the paint department becomes pretty much of a dead letter. Sales are made only when customers ask for goods.

This then is the time to turn over a new leaf. Why not resolve to make your paint department an all-year-around department from now on?



Creditable paint display in the hardware store of Frank Ledgett, College St., Toronto.



Every Feature A Selling Point

Unquestionably, our Mantels have an appearance that makes them desirable in the home. Every care is taken in the workmanship to make them perfect in appearance as well as in serviceability. The wood frames are made from carefully selected stock, strongly built, and beautifully finished. The tiling supplied is of first quality. We have a wide range of different styles of grates to choose from, each style distinctive and attractive. Our prices are reasonable, and the range of different styles allows you to suit the individual tastes and purses of your customers.

The Best Selling Line

A stock of these Mantels will assure you of the bulk of the Mantel trade in your district. There's a good margin of profit for the dealer on every sale. Aggressive hardwaremen can make big money by having a stock on hand. Every hardware dealer should get full details on our Mantel proposition—it means more business and more customers. Write us to-day for catalogue.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

Three Big Reasons Why

BERRY BROTHERS VARNISHES

Are Money Makers for the Hardware Dealer



Berry Brothers Have Been Making High Grade Varnishes for Fifty Years

The fathers of many prosperous hardware dealers to-day started in business with a stock of Berry Brothers' products, and the line has been a leader in their stores ever since.

Painters, decorators, architects and home-owners for over half a century have been friends and users of Berry Brothers' Varnishes.

Berry Brothers' Progressiveness Has Helped to Make Our Dealers Successful

We have never been satisfied to let our line stand still. As new needs for varnish have arisen we have always been quick to supply our dealers with a new product to meet the demand.

There is now a new Berry Brothers' product for every varnish need. No matter what your customers' needs may be—interior or exterior finish—varnish for house, boat or furniture—you can sell them Berry Brothers' product best adapted for that use.

Our Extensive Advertising to Varnish Consumers is a Big Sales Help to Berry Brothers' Dealers

For many years we have been telling the Berry Brothers story to varnish consumers from Coast to Coast. That is one big reason why our dealers have found it pays to push Berry Brothers' products. Live dealers everywhere are more and more directing their energies to the sale of trade-marked, standard, well-advertised lines.

Our products are quick sellers, not only because they have unusual merit, but because they are backed by a large volume of advertising that brings varnish consumers into the stores of our dealers.

If you do not handle Berry Brothers' Varnish you will find it well worth while to send for our literature and dealers' proposition to-day.

BERRY BROTHERS

World's Largest Varnish Makers

INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report --- Paints

MONTREAL.

Montreal, October 8.—That the campaigns which are being conducted all over the country to increase the popularity of fall painting are having the desired effect is evident from the continued activity in the paint market. Manufacturers are very pleased at the steady volume of orders and the tone seems very optimistic, judging from reports received from retailers, conditions in most districts appear to be very good although one or two places report that things might be better. The volume of orders received by the manufacturers, however, is the only real criterion and this does not leave any doubt that the paint business is in a very healthy condition.

Linseed Oil.—Linseed oil is a little firmer this week although quotations remain the same. These latter vary to some extent, ranging from 57c to 60c for raw and 60 to 63 for boiled. Although the action of linseed oil is very uncertain a change here is not anticipated.

Turpentine.—Turpentine has strengthened up during the past week. Last week quotations were floating around from 55c to 59c, but at the time of writing no quotations were to be found below 58c. The demand at the present time is said to be fairly brisk.

White Lead.—There is not much change here though the market is, if anything, a little firmer. The pig lead market is strong and any pronounced advance here would surely send the price of white lead up—orders at present quotations are still being accepted for shipment up till December 15th so it is evidently not expected that any immediate change is probable.

Glass and Putty.—Quite a number of houses all over the country are being rushed to completion before the advent of cold weather and the demand for glass is good at present. A meeting of the Glass Importers' Association was held in Montreal last week and no action was taken as to a change in prices.

Putty is moving pretty freely also at the present time.

TORONTO.

Toronto, Oct. 9.—"Ten days more of warm weather and we will break all records this year," said a salesmanager of a paint firm to-day. Business, he went on to explain, had been good all year and, with the advantage of an unusually favorable fall, had now reached the stage where very little more business was needed to break all records.

Other firms speak in a satisfied vein with the business done this year. General activity has been felt in all lines, a condition to which the extremely favorable fall contributed not a little.

At present orders are coming in satisfactorily with the prospect of a continuation along equally active lines as long as the warm weather holds. Prices have remained firm.

Linseed Oil Easy.

At the latter part of last week, as reported in Hardware and Metal, a drop occurred of 2 cents in price, making quotations here 60 for raw and 63 for boiled. These prices still prevail. The market seems easy.

MEETING OF ASSOCIATION.

Montreal. — The annual meeting of the Canadian Paint, Oil and Varnish Association, was held here with a good attendance. The election of officers resulted as follows:

President. — Jas. R. Henderson, of Brandram-Henderson, Limited.

Vice-Presidents. — T. F. Monypenny of Imperial Varnish and Color Co., and W. H. Gerke, of Martin-Senour Co.

Directors.—The new officers, M. F. Christie, of G. F. Stephens and Co., and J. W. Rosenberg, of International Varnish Co.

Secretary-Treasurer. — G. M. Edwards, of Brandram-Henderson, Limited.

After the meeting the Montreal members entertained the Toronto members to dinner at the Engineers' Club.

This condition is traceable to the good crop of flaxseed. The yield this year has been exceptionally good and the prospects are not for higher prices on seed.

Turpentine May Go Up.

Turpentine. — As reported in last week's issue, turpentine took a drop of 2 cents to 59, at the same time as the decrease came in linseed oil. Since then conditions have altered, however. On the primary markets of Savannah and Jacksonville, the prices have begun to stiffen. There has been no corresponding advance here yet but the firmness of the southern markets will undoubtedly be reflected here.

White Lead.—No change is reported in the white lead market. Prices remain firm and just at present writing there are no indications of an early change.

The demand is unusually heavy for this time of year.

Putty is in especially good demand, and is quoted as follows:—Standard in casks, $2.50 per 100 lbs.; 100 lb. drums, $2.70; bladders, $3.00 per 100 lbs.

Glass is in heavy demand, prices remaining firm.

Paints and Varnishes.—The call for paint, for both inside and outside work is still large. The splendid weather has made fall painting a popular idea and it is probable that more has been done this year than ever. The outside work will continue as long as the weather remains favorable so the demand should also keep up.

Varnishes have been in active demand.

DEATH OF MAJOR GORDON.

St. John, N.B.—Major J. J. Gordon, founder of the Gordon Nail Works of Calgary, or the company better known as the Alberta Nail and Iron Works, died last week at his home here. Before going to Calgary, the major had a plant in St. John, but his property was expropriated by the city for harbor improvements and instead of rebuilding in the East, he moved his plant to Calgary. By birth Major Gordon was a Scotchman, but having been in this country for such a number of years his connections are practically on this side of the water.

INDUSTRIAL ITEMS.

Petrolea, Ont.—A by-law will be submitted to the electors shortly providing for the granting of a bonus of $30,000 to the Petrolea Wagon Co., conditional on the subscription of additional capital stock to enable the company to increase its output.

Wyoming, Ont.—The by-law to grant assistance to D. Senecal in establishing a box and basket factory was carried almost unanimously, only 4 voting against it.

A. A. Tritsch, general manager of International Distributing Co., who for some time has been laid up with typhoid fever, has now completely recovered and returned to work last week.

SPECIFY



That Lustrous "Porcelain" Effect

Every piece of work you do is an opportunity—a chance to prove your worth. If you spoil the job, you have added another item to your column of lost opportunities.

Bear this in mind the next time you have some interior woodwork to finish in white enamel, and use

B-H "ENGLISH" Enamel White

B-H "ENGLISH" ENAMEL WHITE is not a cheap product in the sense of low first cost — really good enamels cannot be made at a low price—but it is the cheapest in the end because it is the one enamel you can rely on absolutely to give perfect results, always; no yellow streaks and crumbling, but an even white finish that lasts.

You will certainly get that lustrous "porcelain" finish so much sought for—a **permanent** finish, too, that will be a credit to you and a standing advertisement



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles, base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 55
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 05	2 92
⅜ in.	2 05	2 92
½ in.	2 56	3 40
¾ in.	2 95	4 05
1 in.	4 35	6 00
1¼ in.	5 85	8 10
1½ in.	7 00	9 65
2 in.	10 00	13 00
2½ in.	14 80	20 55
3 in.	19 40	28 90
3½ in.	24 70	33 65
4 in.	29 25	39 90

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c. Medium and extra heavy fittings, 70 p.c. Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 50	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 58

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT CORES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50
72x30 up to 26 gauge, case lots	8 95

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.90; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.30. F. o. b. Hamilton, Toronto, Montreal London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ¼-lb. hanks, 75c, in ⅛-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

Hundreds of satisfied MINERVA agents testify to the quality of

MINERVA PAINTS

The Famous British Brand.

and the increased profitable business created by our forceful and energetic help in direct support of their business.

It's time you looked into the MINERVA proposition—it's profitable. Ask any MINERVA Agent. Names furnished on request.

PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

Minerva House, TORONTO

You'll always have your share of the Floor Varnish business with—

MARBLE-ITE FLOOR FINISH

It stands the scuff—that's what brings the re-sales. Make us prove it.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller..60 & 15
Carriage Bolts, 7-16 and up.....55
Carriage Bolts, Norway Iron ($3 list) ....55 & 15
Machine Bolts, ⅜ and less.....65 & 5
Machine Bolts, 7-16 and up.....67½
Plough Bolts .....55 & 5
Blank Bolts 67½
Bolt ends 67½
Sleigh Shoe Bolts, ⅝ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw .....70 & 10
Nuts, square, all sizes .....4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs..... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60 3 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 86
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

Strap. Tee.
4 in., doz. prs. 1 20 1 00
5 in., doz. prs. 1 45 1 15
6 in., doz. prs. 1 55 1 20
8 in., doz. prs. 2 10 1 60
10 in., doz. prs. 3 75 2 60
Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago bold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6.000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2½	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅝	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 58 0 90
Potato mashers, wire, per d. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz.... .... 2 25
Universal meat chopper, No. 1 .... 1 15
Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32 .... 1 35 4 10
" " 100 to 103.. 1 35 2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....23c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	....		$2.60
22	....		2.86
24	....		3.12
26	....		3.38
28	....		3.64
30	....		3.90
32	....		4.16
34	....		5.10
36	....		5.40
38	....		5.70
40	....		6.00
44	....		7.48

(COMMON SINGLE LADDERS)

8 ft., each	....		$ .80
10 ft. ,each	....		1.00
12 ft., each	....		1.20
14 ft., each	....		1.54
16 ft., each	....		1.76
18 ft., each	....		1.98
20 ft., each	....		2.40
22 ft., each	....		2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 4c per foot additional.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., LTD.,

82 McGILL STREET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH TAILOR SHEARS



You'll Find Heinisch Quality and Heinisch Profit a Combination Hard to Beat.

"Heinisch" Tailor Shears are made by methods developed during the 85 years of their manufacture.

The quality of material used, and the workmen employed are the very best procurable.

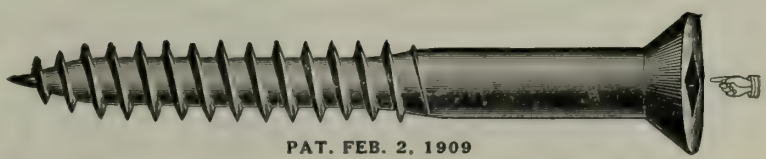
Heinisch high quality is also found in our Scissors, Trimmers, Tinners' Snips, etc.

Be sure to specify "Heinisch" Goods when ordering from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE
THAT
SQUARE
HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 per cent.

Edelweiss	16 00

ROPE AND TWINE.

Sisal rope	0 11½
Pure Manila rope	0 16½
'British'' Manila	0 12½
African hemp	0 12½
Cotton, 3-16 inch and larger.....	0 27

Russia Deep Sea line, 7-16 and larger, 18c.

Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 10¾
Lath yarn, double	0 11¼
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08

Cotton clothes line, 18 per cent. off.

Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine....	0 26
" " 4-ply twine.....	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 30
Sash Chain, No. 2, hd. ft.....	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $5.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½
"	R.H., bright	80	10 7½
"	F.H., brass	75	10 7½
"	R.H., brass	70	10 7½
"	F.H., bronze	70	10 5
"	R.H., bronze	65	10 5
Drive screws		65	10 5
Set, case hardened		60	10
Square cap		50	and 05
Hexagon cap		45	
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools 60	60		
Scoops .....50 and 5			45 and 5
Hollow backs and sand shovels 60			45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.	3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...	2 50	3 10	3 50
Hindostan ..... per lb.	0 06		0 10
" Slip ..... "	0 18		0 29
" Axe ..... "	....		0 16
Deer Creek ..... "	....		0 10
Weerlick ..... "	....		0 25
" Axe ..... "	....		0 15
Oily White, 6 in., 7 in., 8in., doz.	6 00	6 60	7 60
Arkansas .... "	....		1 50
Water-of-Ayr ..... "	....		0 10
Scythe ..... per gross	3 50		5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VACUUM CLEANERS.

Eureka Electric. each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner.....	6 50
Cadillac Electric, Model C.....	13 00
Cadillac Electric, Model D.....	20 00

VISES.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.....	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	4 50
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 50
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

IRONING BOARDS.

Size 12x60 ins., per doz.....	5 75
Size 14x60 ins., per doz.....	6 25
Folding, 12x60 ins., per doz.....	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.....	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.....	4 25
3 sections, 5 ft., doz.....	5 50
3 sections, 6 ft., doz.....	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.....	12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box.....	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE"

(COPYRIGHT)

The Business Building FLAT WALL COLOURS



Silkstone colors satisfy particular people—they build business everywhere.
Housewives like them because they can be washed with castile or any soap not containing lye, without losing any of their beauty—and because they are **sanitary** and very **durable.**
They are more **economical** than distemper colors and can be used where distemper cannot.
Every sale of **"Silkstone"** leads to other sales.
Give it a trial and you will ALWAYS handle it.
Write for agency proposition and color cards.



G. F. Stephens & Co., Limited,

WINNIPEG, CANADA
Branch at Calgary, Alta.

Jamieson's Paints

are the product of a business built up by always considering "Consumer Satisfaction."

YOU can't pay too much attention to "Consumer Satisfaction" in YOUR business. A Stock of Jamieson's Paints in your store would be a good part of this right attention.

R. C. Jamieson & Co., Limited

Montreal — ESTABLISHED 1858 — Vancouver

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins 0 80 0 90
In barrels, 5-gal. tins 0 80 0 85

BEESWAX.

Per lb. 0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots $17.50
2 lb. pkgs., per 100 lbs. 15.00
5 lb. pkgs., per 100 lbs. 12.00
25 lb. pkgs., per 100 lbs. 11.00
50 lb. kegs, per 100 lbs. 9.75
200 lb. kegs, per 100 lbs. 9.50
300 lb. kegs, per 100 lbs. 9.50
600 lb. casks, per 100 lbs. 8.00

	In casks per lb.
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure.....	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure..	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons.....	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 13
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake 0 10	0 11
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb....	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb....	0 20½
In 25 lb. drums, per lb.....	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb..	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb..	0 23¼
In ½ lb. pkts., 100 lb. cs, lb...	0 24¾
In 1 lb. tins, per lb.....	0 23¾

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs....	0 08¾

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base....	2 00
Canada Paint Co.'s pure.. 1 75	2 00
Globe house paint (Windsor)....	1 60
"New Era" house paint (Windsor)	1 85
Benj Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C..	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure....	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel 2 50

PINE TAR.

Half-pint tins, per dozen 0 80
Pint tins, dozen 1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums.....	2 50	2 70
Bladders, in bbls.....	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.....	5 90	5 75
No. 1 kegs, per 100 lbs.....	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets 0 75

(TURPENTINE AND) OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls..	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Paraffine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24½
Motor Gasoline, in drums..	24	24½
Motor gasoline, in wood.....	27	25
Pure turpentine, single bbls.	59	60
Linseed Oil, raw, single barrels	59	62
Linseed Oil, 3 to 5 bbls.....	58	61
Linseed Oil, 6 to 9 bbls.....	57	60
Linseed Oil, boiled—		
single bbls. 62		65
3 to 5 bbls. 61		64
6 to 9 bbls. 60		63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots ..	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1 "	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish.	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal." cases	2 25	
Dependon Lt. H. Oil Finish....	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80		7 75
81 to 85		8 50
86 to 90		10 00
91 to 95		11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure..	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd....	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 09
No. 2, " "	0 08¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt. $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅝ and smaller, 60; 7-16 and larger, 50; machine, ⅝ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)....	5 00	5 35
26G (eual 28 Amer.)...	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8 ,44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ

the REPORT of MILTON HERSEY CO., Ltd.

CANADA'S MOST NOTED CHEMISTS

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., LTD.
CHEMISTS — ENGINEERS — INSPECTORS

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.
International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water** at **ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint** is **composed** of **pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

Are You a "400 Pointer" in the Paint Business?

You can take a step up in the estimation of your customers by placing before them

Ramsay's No. 400 Light Hard Oil Finish.

A Hard Oil Finish—a Varnish—that works anywhere, anyway.



Dries Quickly, Dries Hard. Dries with a Fine Gloss.

The only recognized varnish of its kind in all factories, paint shops, and stores throughout Canada.

Glass and Putty Season now on. Our lines are complete.

A. Ramsay & Son Co., Montreal

ESTABLISHED 1842

Glass and Putty Season now on. Are our lines complete?

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR - ONTARIO

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

FALL PAINTING
A LITTLE AGITATION

of the fall painting idea amongst your customers will bring unlooked for profits in your paint department this fall.

Don't Forget Interior Decoration
with
Maple Leaf Flat Wall Colors

There will be a lot of fall decorating and you can profitably take advantage of it with these colors.

OUR MAPLE LEAF DECORATIVE AID DEPARTMENT has special facitilies for co-operating with you in promoting sales of paint for interior decoration.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

Paint, like people, has duties to perform.

Cheap, shoddy paint can no more do its duty to the dealer than it can to the consumer. The dealer must sell paint that will do all that is claimed for it, if his business is to be a success. People remember the store where they have bought satisfactory goods and they don't readily forget when they are disappointed.





This is the finish for interior walls and ceilings that combines all the qualities demanded by the modern decorator for the artistic, sanitary and durable decoration of homes and public buildings. Sanitone is not made to compete against price—people want quality now-a-days and Sanitone is made of purest materials only, so that it may give best results and make satisfied customers for our dealers and ourselves. Sanitone is an oil-paint that dries with a flat velvety finish, which lasts for years without fading, and which may be washed with soap and water without injury. It is made in twenty-four beautiful shades. Write for descriptive folder.

In Canada Paint is embodied the result of our many years experience in paint making. It is made of pure linseed-oil—which we press in our own mills—pure lead, and pure zinc in correct scientific proportion with the necessary coloring pigments and driers. It is thoroughly mixed and ground in powerful mills of latest design. The result is a paint that covers the greatest amount of surface, and wears for the longest time. It wears well, looks well and affords real protection to the surface on which it is applied. Canada Paint is put up in Imperial Measure cans, attractively labelled. There is no better paint made than Canada Paint, and it is strongly backed by effective advertising.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS
VARNISHES

CP
TRADE MARK

STAINS-ENAMELS
LINSEED OILS

How To Increase Your Paint Sales

Your paint sales depend upon the satisfaction that you give your trade—not upon the profit you make.

You cannot afford to lose customers for the sake of a little larger profit.

Sterling Prepared Paints assure everlasting satisfaction to your trade because they are **economical, efficient, and good surface coverors.** They are made of pure materials and are under the supervision of experts from selection of these materials to the final test.

There is a fair profit awaiting all dealers, and a permanent and increasing trade.

Let us furnish you with some names of Sterling Paint dealers and users. Find out what they have to say.

Write to-day.

STERLING PREPARED PAINTS

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

TRADE MARK KEYSTONE BRAND REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

Don't Lose Stove Sales!



No. 77

If your stoves are good ones you should not. And the reason you are losing sales is probably one of display. Your customers are not being shown the back, front, sides, inside and outside of your stoves. You may be showing them a dismal regiment standing on some dark, dusty platform.

The Harper No. 77 "Handy" Castertruck will provide an inexpensive way to fitting each stove on handy rollers, making it possible to wheel the stove to your customer and the light, where things can be seen.

You'll sell stoves then. Write your jobber or direct to

Chicago Hardware Foundry Co.
North Chicago, Ill.



A Goal from the Field

The spectacular plays, like the goals from the field, may turn defeat into victory at a critical moment, but no individual star play ever did or ever will compare to "team work" or co-operation.

It is Glidden Co-operation that helps Glidden Dealers win.
Glidden Discounts, Glidden Advertising and Glidden Co-operation are back of

Glidden's Green Label Varnishes
Endurance Wood Stains **White Enamels**
JAP-A-LAC
Flat Wall Finishes **Cement Coatings**

Let us help you "buck the line" this season for greater gains than you ever made before.

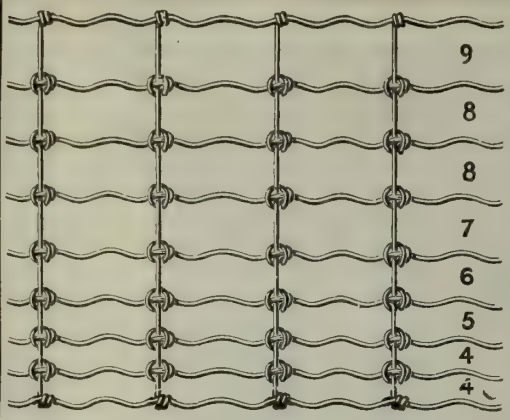
Write us for full information on our special proposition to the trade.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CLEVELAND LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The "Monarch" has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MONARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

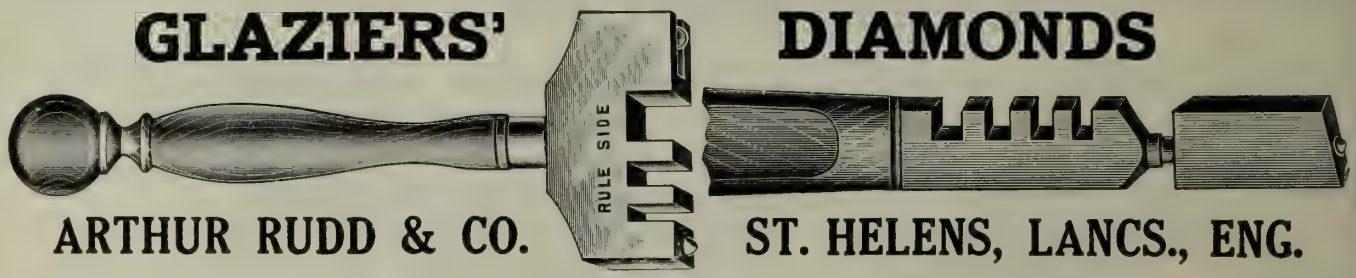
Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

GLAZIERS' DIAMONDS



ARTHUR RUDD & CO. ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents :—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***

MAXWELL'S "FAVOURITE" CHURN

has been known and used for nearly twenty years, and has given such thorough satisfaction that more "Favourites" are sold annually in Canada than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive, and the lightness and strength of the angle iron frame. Made in either single or Bow lever.



You are at a disadvantage if you do not sell Maxwell's "Favourite."

DAVID MAXWELL & SONS, :-: ST. MARY'S, ONT.

New Line

UNIVERSAL CLOTHES WRINGERS

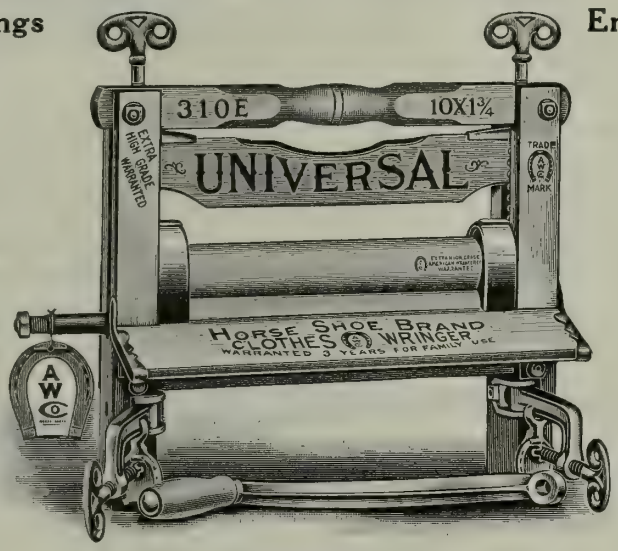
Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.



Enclosed Cog Wheels

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Seasonable and Saleable Specialties

Apple Pickers' Blouses or Aprons

Made of Strongest Duck



Apple Pickers' Baskets

Willow or Hickory—Medium or Large Oval—Swivel or Solid Handles

Round Baskets Now In Stock





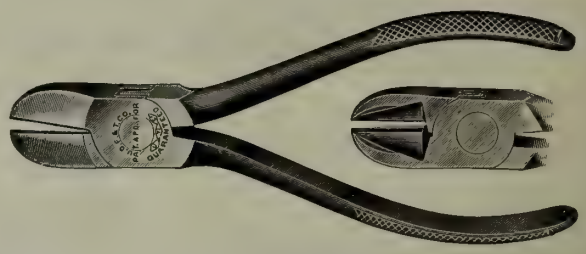
Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:—Toronto, London, Winnipeg **Meakins Brush Co., Limited, Montreal**

We made them Good. Their Universal Usefulness made them Famous

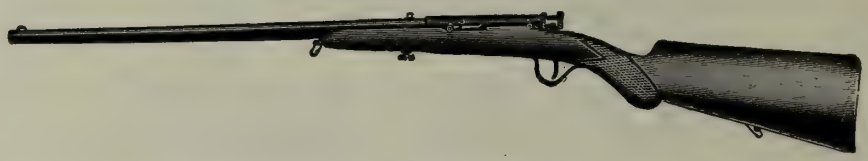
Make the UTICA line of Pliers and Nippers a leader. Our guarantee of absolute satisfaction is back of you. Every Utica plier is forged from a fine grade of material by skilled workmen, and they are rigidly tested and inspected before leaving our factory. (THE UTICA GUARANTEE.) We will replace any Utica Plier that proves defective in material or workmanship, or does not perform its work absolutely satisfactory. "The Memory of Quality Lingers." A Utica catalog on request.

TRADE U TI CA REG. U. S. MARK PAT. OFFICE



UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

"CADILLAC"

Electric Vacuum Cleaner

A low priced machine that is absolutely efficient and easily operated. Any woman or child can easily handle it—the total weight being only eight pounds.

Will give long service. Fully guaranteed. Several models, retail prices from $25.00 to $35.00.



Very Liberal Profit

For All Dealers in These High Grade Lines

Over 300 Dealers in Canada are now handling the "CADILLAC."

If you are not familiar with our lines, it will pay you to get in touch with us and learn all about them.

Made in Canada

The CLEMENTS MFG. CO., Ltd.

76 Duchess Street, Toronto



"CADILLAC"

Vacuum Cleaner and Carpet Sweeper

A powerful easily operated light machine which is adapted to every need in the home. **Will last a life-time.** No parts to get out of order.

Takes the place of the ordinary carpet sweeper and produces better results.

A number of styles, retail prices from $9.50 to $14.00.

Peerless Storm Sash Hangers and Fasteners

Needed In Every Home

When a storm sash is hung with "Peerless" Hangers they stay where they have been placed, and cannot rattle or be blown off.

The "Peerless" Fastener 1719 fills a long-felt want, as by means of it houses can be ventilated and windows washed as well in the Winter as in the Summer, owing to these goods making it possible for the window to be opened 3, 6 or 10 inches, with no danger of blowing off, and no rattle. When the window is closed the hanger turns straight up, and is slipped over nail that is put in the frame, and thus effectively locks window.

Display these conveniences and they will sell rapidly. Order from your jobber or direct from us.

Very Good Sellers

Cowan & Britton, Limited - Gananoque, Ontario

A word to the busy man about reading

¶ The merchant and business man of to-day has to keep in constant touch with the important events, constantly changing financial situations and current topics to keep him informed on those things which are of vital importance to the success of his business.

¶ To get this information in the ordinary course of newspaper and book reading would involve a great deal of valuable time, much of which would be wasted in the sifting out the unnecessary. Just here is where MacLean's Magazine becomes beneficial to busy business men and merchants.

¶ MacLean's Magazine does all the sifting—saving the busy man's time, giving him the substance of and summary of the very information that is required of those well informed.

¶ The keynote of MacLean's Magazine is Canadianism, making it peculiarly a Canadian magazine for the Canadian.

¶ The financial articles by Mr. Appleton, Managing Editor of Financial Post, deal with the financial situation each month, cleverly summed up and put into language that is easily understood by the average person.

¶ Then there is the Family Sketches dealing with important Canadian personages—a feature of special interest to all Canadians. Also a Character Sketch each month of successful Canadian business men, which takes in those factors where with success was made possible.

¶ Current topics gleaned from all the most important magazines of civilized nations. The best selling book of the month, an important and pleasing monthly feature, written for MacLean's Magazine by Findlay I. Weaver, editor of Bookseller and Stationer. Bright wholesome fiction and special articles touching upon art and artists of Canada.

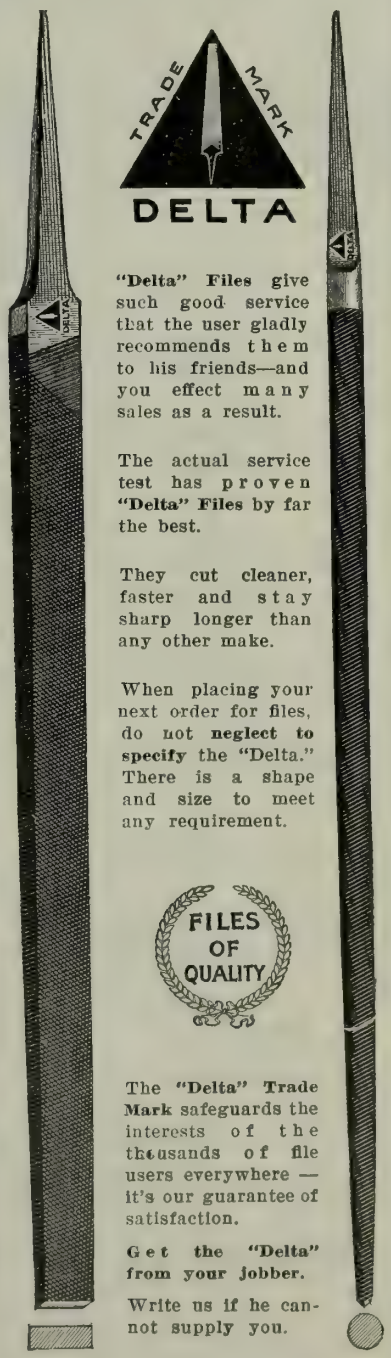
MacLean's Magazine should be in every Canadian home. Every merchant should read its pages which are a source of wealthful information to all busy business men. Secure your copy to-day from your nearest stationer.

Price, 20 cents per copy. *Subscription, $2.00 a year.*

The MacLean Publishing Co.
143 University Avenue .·. Toronto

The "Delta" File

Works For "Further Orders"



"Delta" Files give such good service that the user gladly recommends them to his friends—and you effect many sales as a result.

The actual service test has proven **"Delta" Files** by far the best.

They cut cleaner, faster and stay sharp longer than any other make.

When placing your next order for files, do not **neglect to specify** the "Delta." There is a shape and size to meet any requirement.

FILES OF QUALITY

The **"Delta" Trade Mark** safeguards the interests of the thousands of file users everywhere — it's our guarantee of satisfaction.

Get the "Delta" from your jobber.

Write us if he cannot supply you.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto; Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

A Confidential Chat with Our Readers

Do the readers of HARDWARE AND METAL realize how much they can help nearly everyone connected with the hardware trade in Canada, by closely co-operating with the editors of this paper? Let us show you the importance of such co-operation, to you, to other hardwaremen the Dominion over, and, of course, to ourselves.

HARDWARE AND METAL is covering an immense field—the wholesale and retail hardware and stove trade, of the busiest land under the sun. To do this big work as well as we want to do it, and to send out fifty-two bright, readable issues a year, the co-operation of "many minds" is a big factor working for success.

You can co-operate, by contributing ideas and suggestions, to the editorial pages. Even if you do not feel like writing a regular article, you no doubt have some ideas as to how certain features of the hardware business could be taken up in HARDWARE AND METAL, so as to make the paper more valuable to you. And you can trust the editors to develop your ideas into full-grown illustrated articles that will be good to read.

How It Will Help You

One of the Normal Schools has, as its motto, two Latin words, meaning "We Learn, by Teaching."

You can readily apply this to the suggestion we have made above. Just as a school teacher constantly acquires knowledge in teaching, so, in really hunting for ideas to pass to the editors, you will learn more about the hardware business. In showing others how they can increase their sales, or cut down their expenses, new ideas will occur to you for still further improving your own systems You will gain a new insight into your own affairs, which will help you to solve the every-day business problems that confront you.

How It Will Help Us

Such co-operation will give us one more viewpoint.

Needless to say, if our editors were not in constant touch with dealers all over the Dominion, HARDWARE AND METAL could not be the educating, broadening force that it has undoubtedly been, for the past twenty-five years.

By making frequent trips to call upon hardware dealers, and by keeping up an extensive correspondence with the trade, the editors of HARDWARE AND METAL succeed in filling the paper, each week, with good live, original reading matter.

But think what would happen, if every reader of HARDWARE AND METAL would resolve to submit even one suggestion to the editors, each year. This would largely increase the amount of good material available for publication, and would help us to make HARDWARE AND METAL an even greater power in the Canadian trade.

HARDWARE AND METAL wants to be in the future, even more than in the past, the great clearing house through which hardwaremen in every Province of the Dominion, can exchange ideas as to the proper conduct of a hardware business.

As nearly every hardware dealer in Canada is a subscriber to HARDWARE AND METAL, it is easy to see how the trade as a whole will benefit, the more closely we approach this ideal.

Revolving CASES



A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

American Bolt & Screw Case Co.
DAYTON, OHIO.

HEADQUARTERS FOR LAMPBLACKS

Old Standard, Eagle, Pyramid & Globe

GERMANTOWN
LAMPBLACKS

are made by the largest and oldest lamp-black makers in the United States. They have proved that they are the world's best by open and international competition.
Why buy the Near Brand when the Best is Procurable?

The L. Martin Co. Established 1849
NEW YORK, PHILADELPHIA, CINCINNATI, LONDON, ENG.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rarting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience



goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"



Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

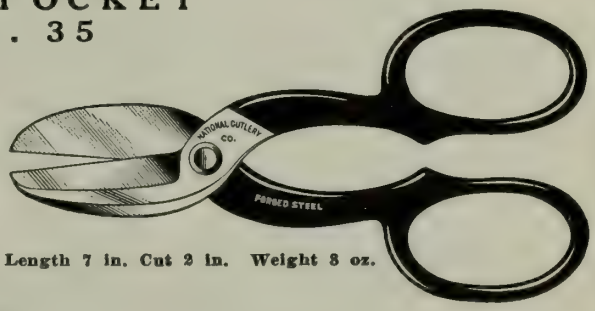
A NEW SNIP — NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY
NATIONAL CUTLERY CO., - - PHILADELPHIA
MAKERS OF NATIONAL SHEARS AND SNIPS
Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

A few reasons why the construction of the "ROYAL ROCHESTER" ELECTRIC IRON IS Superior



The Royal Rochester is a **one piece casting**, cored to receive element which lies flat upon the inside bottom of the iron. This **patent construction** allows for the storage of heat which makes it possible to use the iron after current has been turned off.

The **Ironing Surface is Evenly Heated** by the element which is the same shape as the bottom of the iron and covers its entire surface.

The Element of the Royal Rochester Iron is stamped from a piece of solid metal, having the resistance equal to sixty times that of copper, and a melting point of 2800 deg. F. Only about 450 deg. F. of heat are used for ironing, so you will readily see the **indestructible** qualities of the element.

The Royal Rochester is highly Polished and Heavily Nickel Plated. Made in many sizes. **Absolutely guaranteed to give efficient service for five years.**

Ask for full particulars and prices.

Chapman & Walker, Limited, Toronto, Ont.

What Men Fight About

When men really become men, they leave their personal feelings out of business affairs and approach all subjects for the purpose of settling them profitably and intelligently.

¶ The things that men quarrel and fight over are generally the same things that gorillas, monkeys, dogs and cats fight over—NOTHING. Practically all quarrels and unfriendliness existing between individuals are the result of misunderstanding.

¶ Most men carry their personal feelings into every transaction—and these personal feelings are spread out over such a vast range of territory that anyone venturing within shooting distance is regarded as a trespasser.

¶ The first sign of decay in business organization is misunderstanding, lack of co-operation, a vast influx of artistic temperament and a 'glutting of the market' of personal feelings.

¶ It seems strange to any one of us who stops long enough to think, that any man capable of leading an army, capable of conducting a business, capable of directing other men intelligently, is suffering with short-sightedness to such a degree that he allows jealousy or misunderstanding to cut off his vision, cut down his power and build up a wall around his opportunities for advancement.

¶ If the manager of any business machine listens with credulity or attends with care the gossip and hearsay which come to him in the cloak of business, he is listening to nothing more than the old 'back-fence gossip,' the 'mother-hubbard' stories, and the 'grandmother meddlings' of the ignorant and uneducated; tailored to adjust themselves to the conditions of the 'court,' so that they will be given a hearing.

¶ Also it may be well to add that the management of any business machine that permits itself to be influenced by prejudice, to be governed by stubbornness or to hold friendship above good policy, is surely speeding—with a wobbly outfit in which every screw is loosened—straight to the ditch.

¶ A great many men, and men of size in many respects, consider that a difference of opinion is a challenge to everlasting war and disagreement. The petty differences which exist between nations are similar to those which exist between individuals—but less excusable. Individuals are not expected to be sane and sensible more than 60 per cent. of the time—despite the fact that most of the troubles which exist between men grow out of a desire on the part of someone to attend to the business of someone else.

¶ If we discard our work, our business, our intelligence and our dignity, to engage in a wrangle or misunderstanding, we are no more highly developed, no more refined, no more dependable—at least for the time—than an ignorant ditch-digger, who lays down his shovel to engage a fellow ditch-digger in a fistic combat. And for that time—and for some time after—we are of no more value to ourselves, to our business or to the world, than the hyena who stands at the door of his den hissing and growling at the intruder who encroaches upon his domain.

¶ When nations are civilized their differences of opinion will be submitted to a tribunal whose authority will be final. When men really become civilized, when their minds and hearts are in actual harmony with the laws of the universe, the laws of life, the laws of beauty—then will they leave their personal feelings out of business affairs and approach all subjects for the purpose of settling them profitably and intelligently in the highest and best interests of the business of which such affairs are a part.

Efficiency

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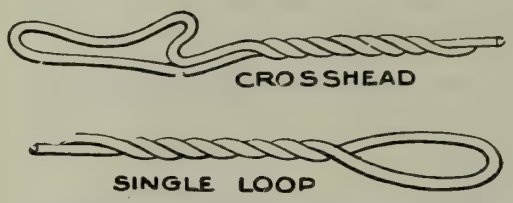
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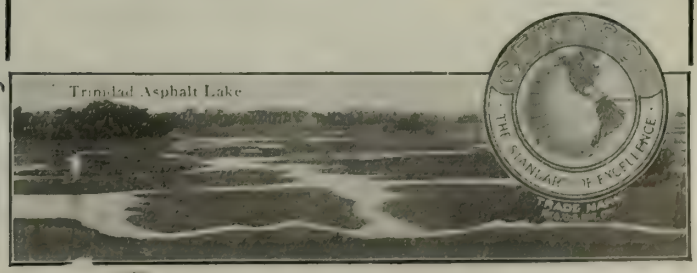
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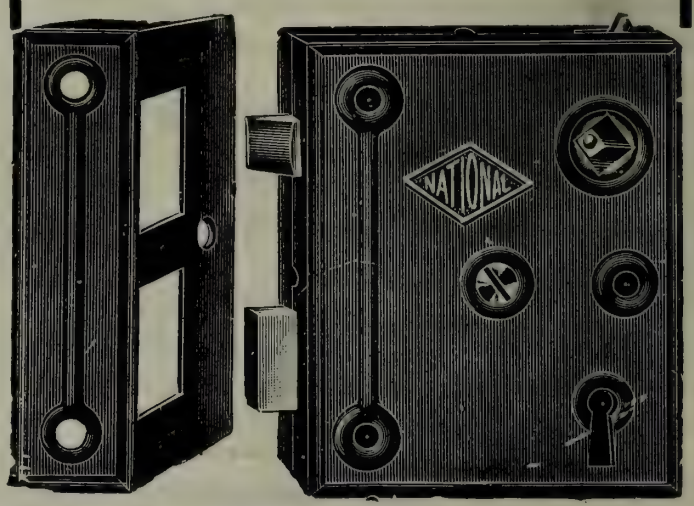
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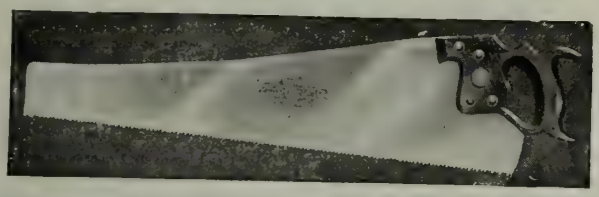


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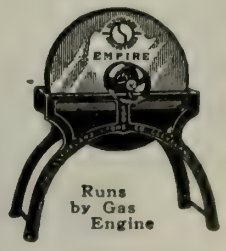
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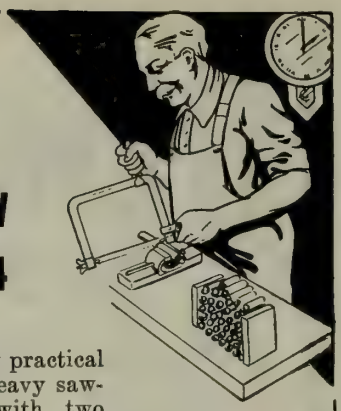
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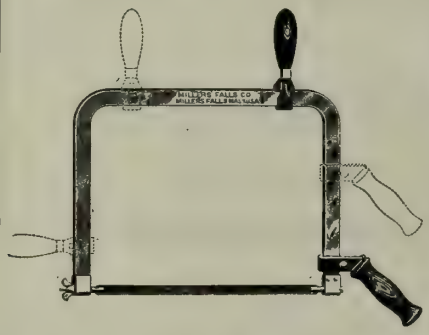
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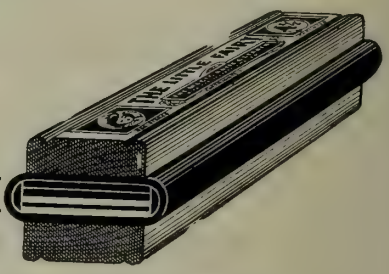
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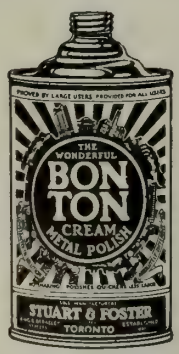
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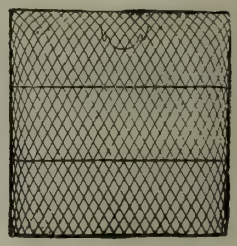
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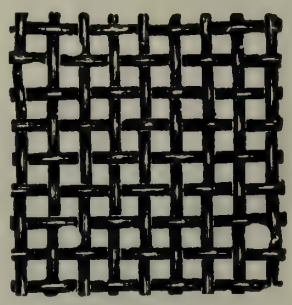
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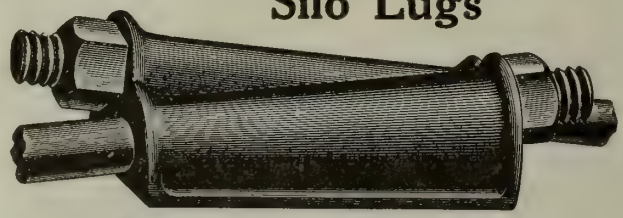
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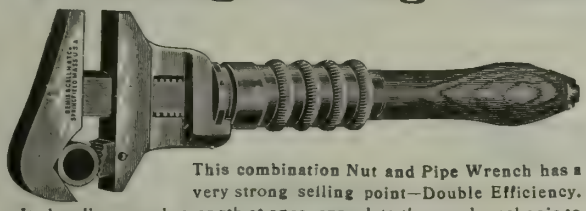
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THE LARGEST PRODUCER & SHIPPER IN U.S.A.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

TRADE B&C MARK

SILO RODS

COUPLINGS, DOWEL PINS,
CONSTRUCTION BOLTS, and
DRIFT SPIKES

Prompt Shipments



LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S
20 John Street South
HAMILTON, ONT.

BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
3 doz. in case



Mr. Hardware Merchant

Can any Ash Sifter be Dustless unless it is protected with attached scuttle and double rims?

The rocking motion of the Burrows Patent Sifter, the large space for Ashes to spread and the Double Screen make the sifting quick and easy. It is what the people want. It is up to you to sell it.

The Burrowes Mf'g Co.

611 King Street West, TORONTO, ONT.
All Wholesale Houses

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee.—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

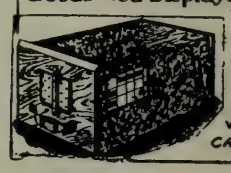
HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Ghurch St., Toronto
NUMBERS

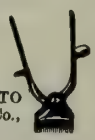
Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

PRIEST'S CLIPPERS
THAT'S SUFFICIENT





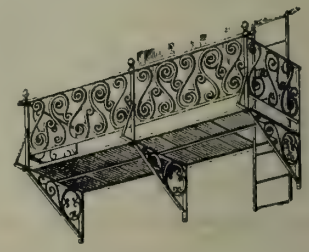
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

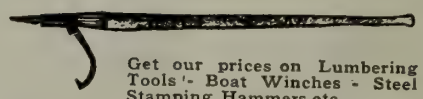
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



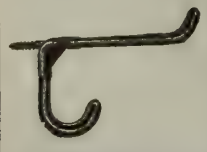
ORNAMENTAL IRON BALCONIES
IRON RAILINGS
for galleries, porches and all other purposes.
SEND FOR CATALOGUES.
DENNIS WIRE AND IRON WORKS CO., Limited
LONDON, ONT.



Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

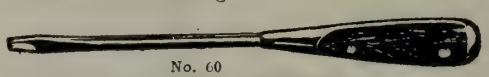


Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

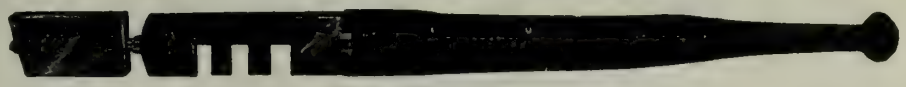
and SIEMENS-MARTIN

OPEN HEARTH STEEL

When writing advertisers, kindly mention having seen the ad. in this paper.

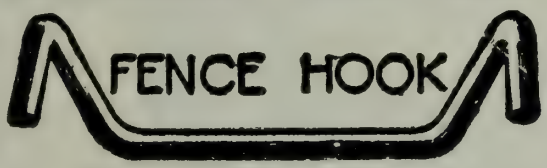
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

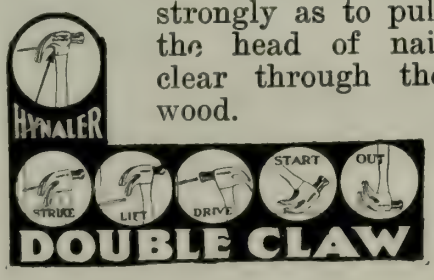
FORD



An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

Order the "HYNAILER"

Best single claw hammer ever made. Holds the nail for high, low or far across driving. Grips plain part of nail so strongly as to pull the head of nail clear through the wood.



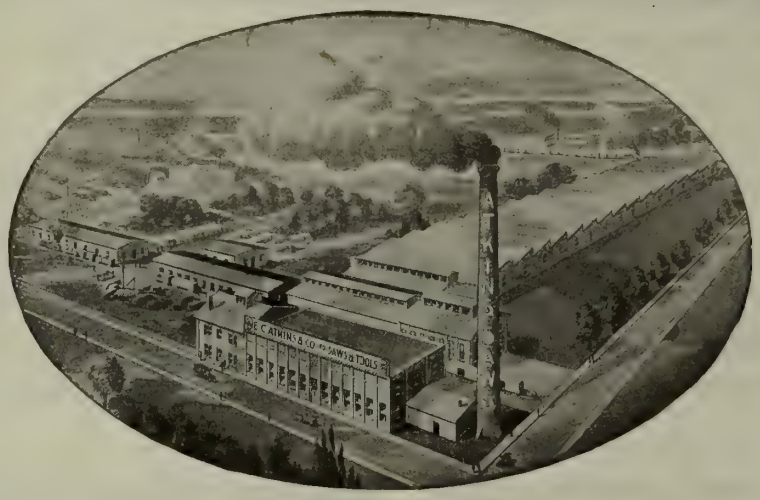
ORDER THE "DOUBLE CLAW" Best Hammer ever made. Holds the nail for starting to drive where you cannot reach with two hands. Pulls the nail out straight without a block. All jobbers.

Manufactured by
DOUBLE CLAW HAMMER CO.
453 BROADWAY BROOKLYN, N.Y



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons
280 Cathedral St.
GLASGOW

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

PRICES QUOTED IN DOLLARS & CENTS.

Money In Salesmanship

The trained salesman is practically independent. Scores of business houses seek his services.

It should, therefore, be the aim of every young man to qualify himself for a higher position. He can accomplish this in his spare time, just as hundreds have done.

No work so quickly develops poise, self-reliance, ease, ability to grasp situations, instinct to meet the demands of the moment, and the capacity to meet men of their own level, as representing MACLEAN'S.

This work puts you in touch with the prominent men of each town, a connection of inestimable value. We require representatives in nearly every town and centre of population in Canada. You can make from $5 to $10 per week in addition to your regular salary. We give you a practical training that is worth consideration.

Write us to-day for particulars.

MACLEAN PUBLISHING CO.

143 University Ave. -:- Toronto, Ont.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about ten thousand stock. Must be sold at once. 100 per cent. on dollar. J. E. YOUNG & CO., London, Ont. (31tf)

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about eight thousand stock. Must be sold at once. Box 45, Hardware and Metal, Toronto. (31tf)

SITUATIONS VACANT

WANTED — MAN WITH PRACTICAL EXperience in plumbing and steamfitting trades. Must have good education and address. Spendid opportunity for man who can qualify. Box 768, Hardware and Metal, Toronto. (tf)

MANAGER FOR RETAIL DEPARTMENT, general hardware. Must be first-class man. Apply, stating experience and salary expected to Box 36, Hardware & Metal, Toronto. (39tf)

WANTED—A PLUMBER, A TINSMITH AND a hardware clerk. Cameron & Leacock, Smith's Falls, Ont. (39tf)

SITUATIONS WANTED

WANTED—Young man with seven years' experience in hardware business desires position as traveler to represent any reliable firm in Ontario. For further particulars apply to Box 43, Hardware and Metal, Toronto. (42)

A HARDWARE CLERK, CANADIAN, FOUR years' experience, desires position in a wholesale or retail store. Can furnish the best of references. Box 38, Hardware and Metal, Toronto. (41)

BOOKKEEPER, EXPERIENCED IN HARDware, seeks position of responsibility, age 33, married. Could come at once. Best references. Box 41, Hardware and Metal, Toronto. (40)

FOR SALE

FOR SALE—EIGHT NEW HERO WHITE Cloud Washing Machines, crated at $4.90 each, which price is less than manufacturers cost. Campbell & Ferguson, Ltd., Melita, Man. (42)

HARDWARE AND TIN BUSINESS FOR sale. Situated in good farming country. Stock $13,000.00, splendid opportunity. Success a certainty. One opposition. Apply Box 87, Hardware and Metal, Toronto. (42)

FOR SALE—HARDWARE AND PLUMBING business in thriving New York town of 5,000. Building will be sold if desired. Address Box 40, Hardware & Metal, Toronto, Canada. (40)

WANTED

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—TO GET IN TOUCH WITH FIRM willing to share in expense of sending a traveller to the Maritime Provinces. Box, Hardware and Metal, Toronto. (41)

WANTED—GOOD SIDE LINE ON COMMISsion by traveller with first-class connection amongst hardware dealers and painters in Eastern and Northern Ontario. Address Box 46, Hardware and Metal, Toronto.

AN OLD ESTABLISHED HARDWARE manufacturers' agent, representing Sheffield and Birmingham firms, with a wholesale hardware connection from the Atlantic to the Pacific, would like to meet a young and active agent, representing American or Canadian hardware manufacturers, and calling upon the same trade, with the object of a combination of interests. Address Box P, care of Hardware and Metal, 701 Eastern Townships Bank Building, Montreal, P.Q. (42)

PARTNERSHIP—GENTLEMAN, 28 YEARS of age, disposing of $4,000, possibly more if necessary, desires active partnership in sound business after January 1st, manufacturing preferred. Experienced salesman with excellent wholesale hardware connection from Halifax to Victoria. Occupying successfully managerial position in import business during last three years. Now seeking independence. Box 35, Hardware and Metal, Toronto. (42)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fenson Elevator Co., Traders Bank Building, Toronto.

HINTS FOR PAINTERS, DECORATORS, and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 50 cents postpaid. MacLean Pub. Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phrases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infiite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN Book, by H. K. Vosburg. This useful handbook treats the simpler problems in pattern cutting, besides giving a variety of tables and information constantly needed by the mechanic. Section 1, pages 1-66. Diagrams and Patterns—Demonstrates by means of illustrations and descriptive text, about 50 examples of sheet metal pattern work, such as the method of cutting can breasts, flared tinware, scale scoops, oval boiler covers, lips for measures, elbow patterns, etc. Section 2, pages 69-88, Epitome of Mensuration.—Is compiled to meet the requirements of the tinner, describing how to find the area of a circle, the circumference of a circle, the contents of a sphere, a cylinder, a cone, etc. Section 3, pages 98-120, Tables, Rules and Recipes.—Gives the weights of sheet metals, including black sheet iron, sheet lead, and galvanized iron sheets with their dimensions, the weights of tin plates, sheet copper and sheet zinc, the weight of lead pipe per foot. Several pages are devoted to tables giving the areas and circumference of circles, the capacity of cans, the number of barrels in cisterns and tanks, sizes of tinware in form of frustum of a cone, etc., and practical recipes, including mixtures for solders of different kinds, soldering fluxes, and various cement. 120 pages, 53 figures. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

MEN WHO SELL THINGS. BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen; Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price, in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

Declaration of Principles

By the Business Press of America

THE Federation of Trade Press Associations in the United States in Eighth Annual Convention assembled at the Hotel Astor, New York, September the 19th, 1913, made the following Declaration of Principles:

1. We believe the basic principle on which every trade paper should build is SERVICE—service to readers and service to advertisers, in a way to promote the welfare of the general public.

2. We believe in TRUTH as applied to the editorial, news and advertising columns.

3. We believe in the utmost frankness regarding circulation.

4. We believe the highest efficiency of the Business Press of America can be secured through CIRCULATIONS OF QUALITY rather than of Quantity—that character, and not mere numbers, should be the criterion by which the value of a publication should be judged.

5. We believe in CO-OPERATION with all those movements in the advertising, printing, publishing and merchandising fields which make for business and social betterment.

6. We believe that the best interests of manufacturers, the Business Press and consumers can be advanced through a greater interchange of facts regarding merchandise and merchandising and to this end invite co-operation by manufacturers and consumers.

7. We believe that the logical medium to carry the message of the manufacturer directly to the distributor and the user is the Business Press.

8. We believe that while many advertising campaigns may profitably employ newspapers, magazines, outdoor display, etc., no well rounded campaign seeking to interest the consumer or user is complete without the Business Press.

9. We believe in co-operating with all interests which are engaged in creative advertising work.

10. We believe that business papers can best serve their trades, industries or professions by being leaders of thought; by keeping their editorial columns independent of the counting room, unbiased and unafraid; by keeping their news columns free from paid reading notices and puffery of all kinds; by refusing to print any advertisement which is mis-leading or which does not measure up to the highest standards of business integrity.

* * * * * * * * * * * * *

These principles, lofty though they may seem, have constituted our platform for years. We preach them and try to practice them.

And you will find, as many successful merchants have found, that consistent and persistent advertising in a journal that is run according to the above principles cannot be anything but an unqualified success.

Rate Card and full information gladly furnished.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143 University Avenue, TORONTO

WANTED
Heating and Plumbing Traveller

for Western Canada. Splendid opportunity for right man. Apply stating age, experience, salary and references to Box 100, Hardware and Metal, 34 Royal Bank, Winnipeg, Man.

When writing advertisers, kindly mention having seen the ad. in this paper.



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

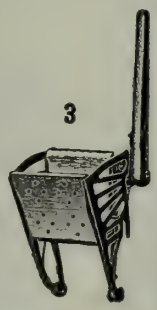
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The Canadian Copper Co.
NICKEL FOR NICKEL STEEL
The International Nickel Company
WRITE US FOR PARTICULARS AND PRICES
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

HERCULES
SASH CORD



THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

The WHITE MOP WRINGER



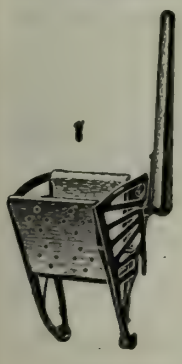
is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

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Jas. Smart Mfg. Co., Brockville.
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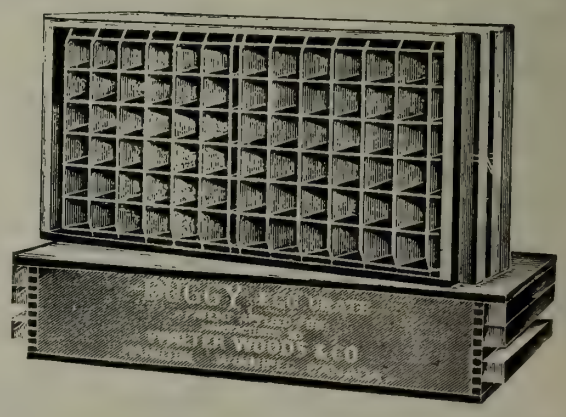
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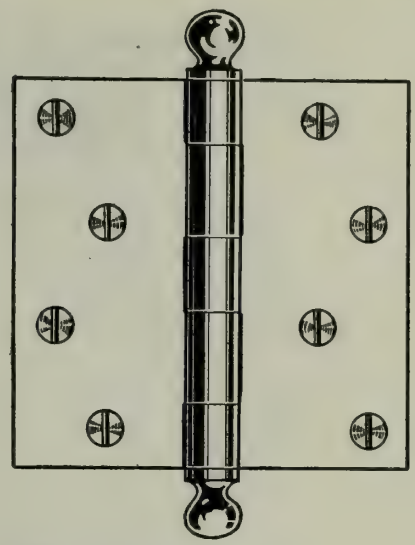


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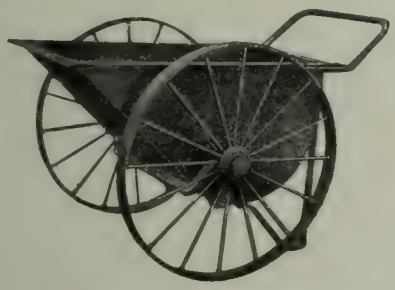
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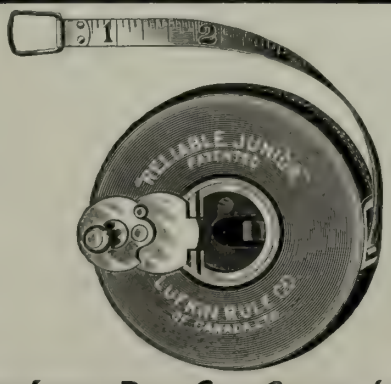
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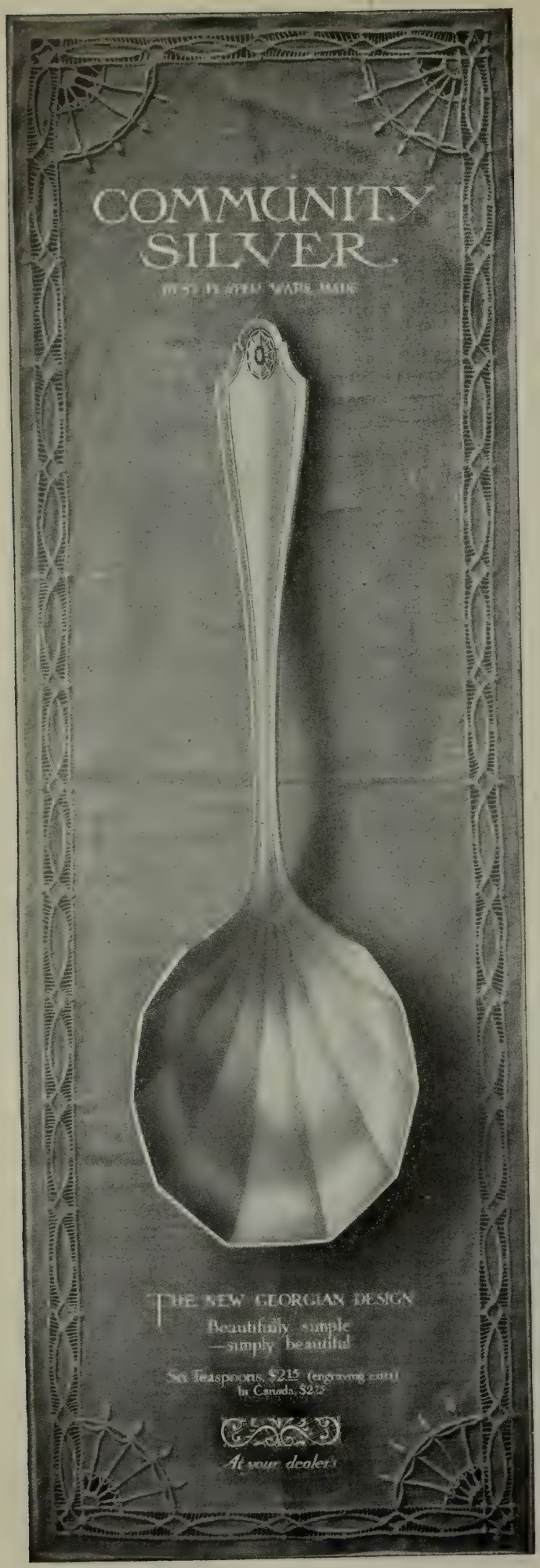
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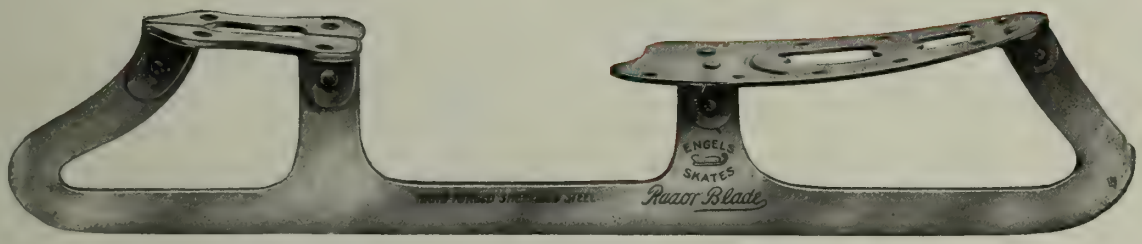
PUBLISHED EVERY SATURDAY BY

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Vol. XXV. Publication Office: Toronto, Canada No. 42

October 18, 1913

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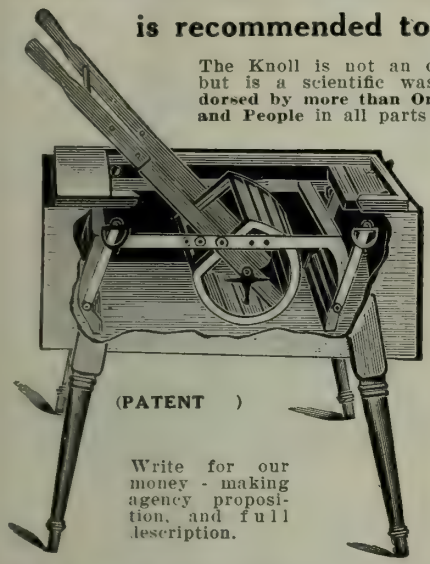
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It has won a place in so many homes because it has proven that it does the work faster and better than any other make — and does not cause the slightest wear and tear on the finest fabrics.

Write for our money - making agency proposition, and full description.

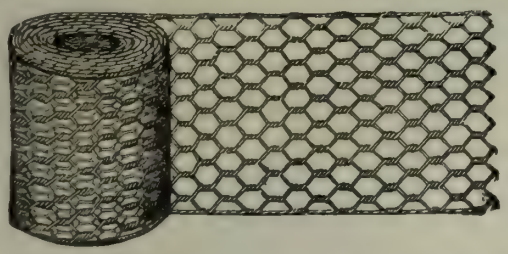
Minimizes wash day drudgery —it is very easily operated.

The Schultz Bros. Co., Limited

Brantford, Ont.

WIRE BEST ENGLISH MAKE NETTING

STRAIGHT AND FLAT **GALVANIZED AFTER MADE**



English Standard List Prices for Rolls of 50 Yards

Width		12	18	24	30	36	42	48	60	72
Mesh	Gauge	$ c	$ c	$ c	$ c	$ c	$ c	$ c	$ c	$ c
2	19	1.08	1.54	1.97	2.35	2.68	3.12	3.57	4.46	5.36
	18	1.36	1.97	2.50	2.98	3.41	3.98	4.55	5.68	6.82
	17	1.77	2.54	3.23	3.84	4.38	5.11	5.84	7.31	8.77
	16	2.29	3.29	4.20	5.01	5.72	6.68	7.63	9.54	11.44

RATE OF EXCHANGE 4.87. PRICES ARE F.O.B. PORT.

Orders exceeding 100 Rolls 55% Discount

Smaller Lots only 50% Discount

SPECIAL DISCOUNTS FOR APPROVED LOTS

Prices for other sizes may be obtained from our Agent:—

MR. FRANK D. C. RICHARDS

70 Lombard Street

TORONTO or from

Hoods Ltd. INTERNATIONAL EXCHANGE Birmingham

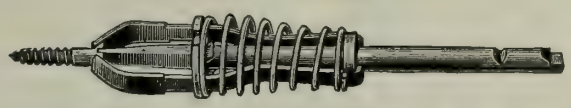
Cables: "Hood" ENG.

Why Not Feature

THESE TWO

"YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit





With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.

It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

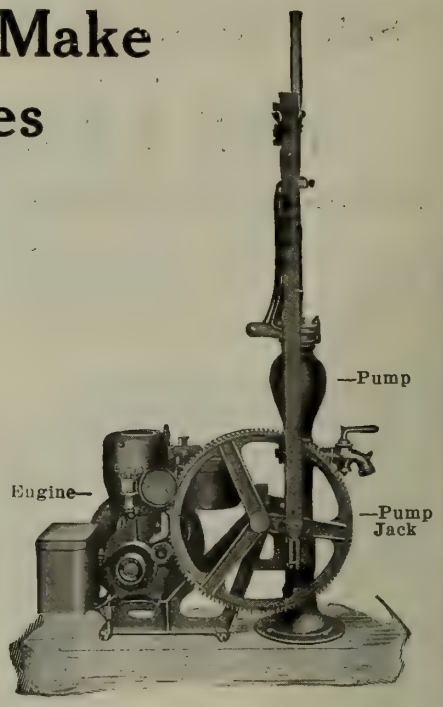
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The S. M. P. Galvanized Slick Oil Cans

with strong detachable pumps



The Acme of Perfection in Household Oil Cans

No oil spilled, soiled clothes, dirty lamps, or bad tempers.

Extend tubes into neck of lamp, and it is absolutely impossible to overflow.

Pump is easy to operate, and combines strength and simplicity. Finished with handsome lithographed label and red bands.

Capacity, 5 gallons. Prices on application.

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

8IN.

4IN.

DISSTON FILES



For many years machinists, mechanics, carpenters, cabinet makers and horse-shoers have known and appreciated the sterling worth of all goods bearing the Disston Brand and prefer them for their Quality and Mechanical Correctness, as well as for their Lasting Qualities.

Disston Files

do all the filing done in the Great Manufacturing Plant of

Henry Disston & Sons
Philadelphia, Pa.

The Largest Plant in the World devoted to the making of Saws

Hardware Dealers

can sell more files of this brand and give more universal satisfaction than with any other. **They cost no more than inferior Goods.**

Have YOU a Stock of
DISSTON
Trowels, Saws and Levels?

We are Headquarters for Disston Goods.

You should be Headquarters for this line.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

8IN.

6IN.

THE STEEL COMPANY OF CANADA, Limited

HAMILTON, ONTARIO

We have a large stock of various sizes from which we can make immediate delivery of

WROUGHT IRON

Agricultural Pipe
Bedstead Tubing
Conduit and Signal Pipe

PIPE

Steam and Gas Pipe
Fencing Pipe
Railway Pipe

Black and Galvanized Standard and Extra Heavy

Our modern machinery permits us to cut the pipe in such a manner that the passage inside is perfectly clear, and free from burrs.

Our product has a CLEAN SURFACE free from blisters and other irregularities.

UNIFORMITY is a quality found in our pipe, both in material and workmanship which increases the life and usefulness.

The Thread is of EVEN and PERFECT Cut which insures a snug fitting with the coupling.

Every length is tested to 500 lbs. pressure per square inch.

LEAD PIPE

MADE OF THE BEST PIG LEAD.

Soil or Waste, Composition Gas Pipe, Fountain or Aqueduct

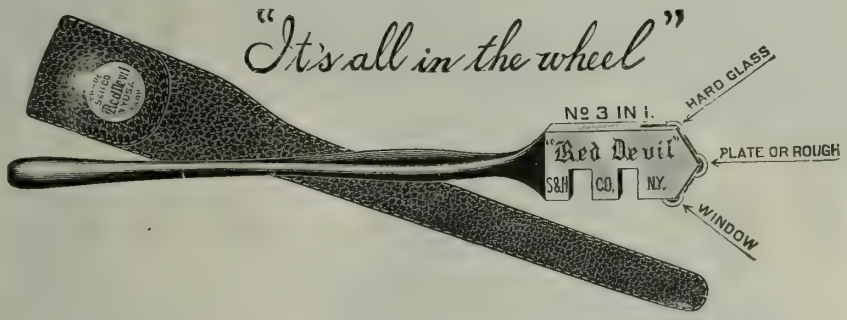
—SALES OFFICES—

Hamilton
Vancouver, B.C.
Montreal
Victoria, B.C.
Toronto
St. John, N.B.
Winnipeg
Halifax, N. S.

WHEN YOU WANT GLASS CUTTERS

THINK OF RED DEVILS

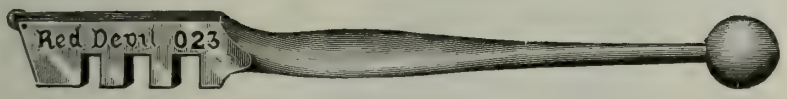
The most complete line on the market and sold throughout the world.



3 in 1.

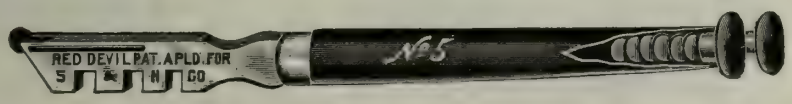


No. 0.



"It's all in the wheel"

No. 023.



No. 5. Seven wheels in one.

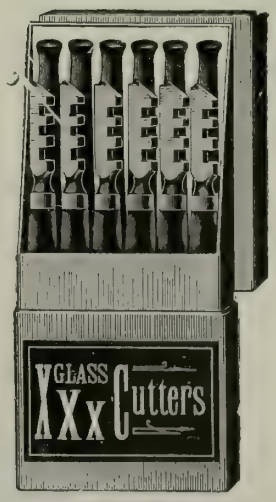


Glaziers' Diamonds, Nos. 0, 1, 2, 3, 4 and 5 always in stock.



No. 3X.

No. 024. The best seller.



No. 292.

Smith Hardware Co., Limited

Montreal

R-W
No.
321

Every Barn You Equip With This Splendid Hanger Sells Two More Sets. That is Its Record.



A BARN DOOR

hung on Richards-Wilcox Trolley Track and Hangers is hung RIGHT. It is jump-proof, storm-proof, sparrow-proof and trouble-proof.

This is the best barn door hanger made because it is

1. Center-hung, not side-hung.
2. Flexible, allowing door to swing.
3. Detachable by removing hinge pin.
4. Completely enclosed.
5. Adjustable laterally for doors 1¾ to 2½ in. thick.

Hanger Track and Brackets, **ALL STEEL**, except milled gray iron wheels. Fine roller bearings run easy.

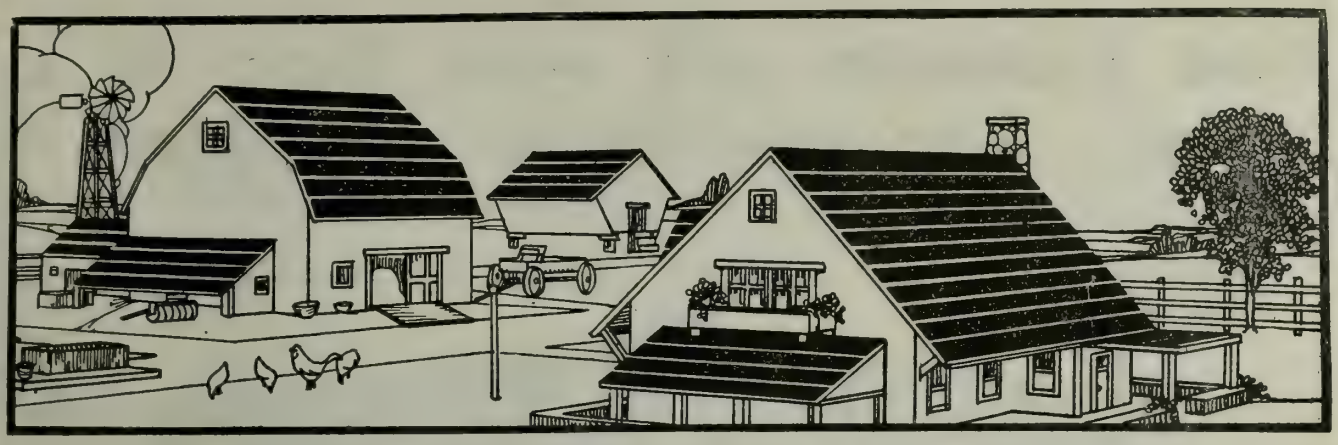
This shows the flat surfaces supplied for wheels to run on. Note the strength. Sixteen gauge steel.

This cross view shows how evenly the weight is distributed in this center-hung hanger.

DOOR HANGERS FOR EVERY PURPOSE — Flat Track — Round Track—Trolley Track. MOUNTED GRINDSTONES—WAGON JACKS —WIRE STRETCHERS — FIRE DOOR HARDWARE.

Richards-Wilcox

CANADIAN COMPANY, LTD.
LONDON, ONTARIO.



SAMSON

READY ROOFING

gives the maximum

of Roofing

satisfaction and

long service.

Samson Ready Roofing is absolutely guaranteed and provides the QUALITY that good judgment demands, the ECONOMY which prudent purses exact.

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

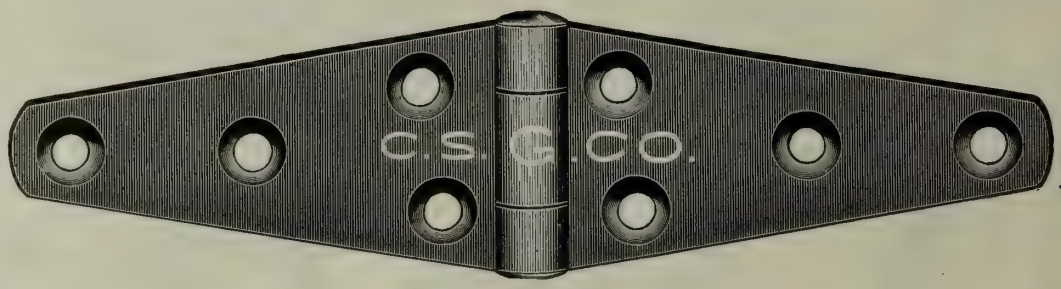
GRAHAM NAILS ARE THE BEST

Your Customer will want them in a hurry. Can you deliver the goods?

Crescent Brand

Durable

Salable



Strong

Well Made

Heavy Strap Hinge

Demand Crescent Brand Goods and you are sure of the quality and workmanship being the best.

Hinges are packed ½ doz. in a bundle, or 1 pair in a box with screws.

Canada Steel Goods Company, Ltd., Hamilton, Ont.

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

See That Your 1914 Spring Stock Includes

"Norcross" Cultivator-Hoes and Weeders!

Nearly every gardener will become a buyer and you will reap an exceedingly good profit.



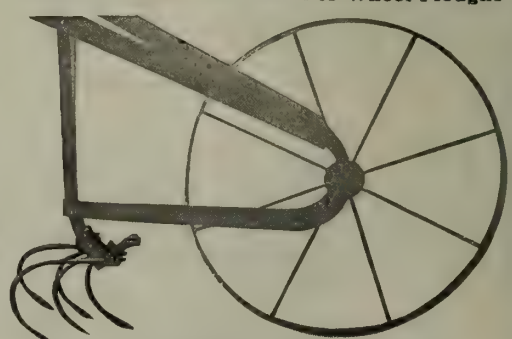
"Norcross" Cultivator-Hoes and Weeders practically take the place of both the common hoe and rake, and accomplish better and faster work than any other type of tools.
Excel wheel ploughs in many respects, and outsell because of price.
Quality and finish is of the highest grade.

Manufactured only by

C. S. NORCROSS & SONS

BUSHNELL, ILL., U. S. A.

Showing how the "NORCROSS" 5 Prong Cultivator-Hoes will attach to Wheel Ploughs



Write for descriptive circulars and list of Canadian jobbers handling this line.

"UNIVERSAL"
COFFEE PERCOLATORS

Circulate from six to ten times more water and in less time than any other Percolator.



Cut of 4 Cup Size.
Made of Pure Aluminum.
Highly Polished.
Ebonized Handles.

No.	464	Capacity 4 Cups,		$4.00
No.	466	Capacity 6 Cups,		4.50
No.	469	Capacity 9 Cups.		5.00



X Ray View.



Cut of 6 Cup Size.
Made of Pure Aluminum.
Highly Polished.
Ebonized Handles.

No.	474	Capacity 4 Cups,		$4.00
No.	476	Capacity 6 Cups,		4.50
No.	479	Capacity 9 Cups,		5.00



Cut of 9 Cup Size.
Made of Pure Aluminum. Highly Polished. Ebonized Handles.

No.	74	Capacity 4 Cups,		$3.50
No.	76	Capacity 6 Cups,		4.00
No.	79	Capacity 9 Cups,		4.50
No.	714	Capacity 14 Cups,		5.00

THE "Universal" owes its acknowledged superiority to its patented valve and pumping process by which percolation is completed before the boiling point is reached, thus eliminating the evil effects and unpleasant taste of boiled coffee.

Its patented filter spreader plate evenly distributes the water over all the coffee and extracts a greater amount of coffee essence or strength from each grain.

Superior in every mechanical feature, economical in the small amount of coffee used, efficient in that it makes a more delicious, aromatic beverage at a minimum expense and in less time than any other Percolator.



Cut of 14 Cup Size.
Made of Pure Aluminum. Highly Polished. Ebonized Handles.

No.	64	Capacity 4 Cups,		$3.50
No.	66	Capacity 6 Cups,		4.00
No.	69	Capacity 9 Cups,		4.50
No.	614	Capacity 14 Cups,		5.00



Nickel Plated, Copper Body and Cover.

No.	44	46	48	410
Capacity,	4 Cups	6 Cups	8 Cups	10 Cups
Each,	$2.25	$2.50	$2.75	$3.00



Highest Quality Porcelain Enamel.

No.	1104	1106	1109	1114
Capacity,	4 Cups	6 Cups	9 Cups	14 Cups
Each,	$2.50	$3.00	$3.50	$4.00



Nickel Plated, Copper Body and Cover.

No.	54	56	58	510
Capacity,	4 Cups	6 Cups	8 Cups	10 Cups
Each,	$2.75	$3.00	$3.50	$4.00

An attractive Steel Display Stand is furnished free with your first order for one dozen or more Universal Percolators. Sets of handsome Show Cards and Motion Picture Slides sent to any Dealer stocking the UNIVERSAL Brand of Percolators.

Write to your jobber or direct to us

Landers, Frary & Clark **New Britain, Conn.**

Safety Demands Plymouth Rope



"A. Jacobsen, 55 years old, a painter, fell thirty feet to his death yesterday morning at the plant of the——Cordage Company——and ——Streets. Jacobsen was painting the roof of the building and had two ladders tied together with ropes to support him. The rope broke, parting the ladders and sending Jacobsen to the ground below. He was rushed to the——Emergency Hospital, but died in the ambulance, having broken his neck."

The above item appeared in a newspaper some weeks ago and was quoted in the August 21st issue of the Cordage Trade Journal.

Although more impressive because it occurred within the limits of a rope plant, this fatality is no more significant than any of the every-day accidents which are bound to happen through the use of cheap rope.

For all work, "high up" or otherwise, Plymouth Rope has proven itself to be absolutely dependable. In fairness to yourself and your customers, sell only *Plymouth.*

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

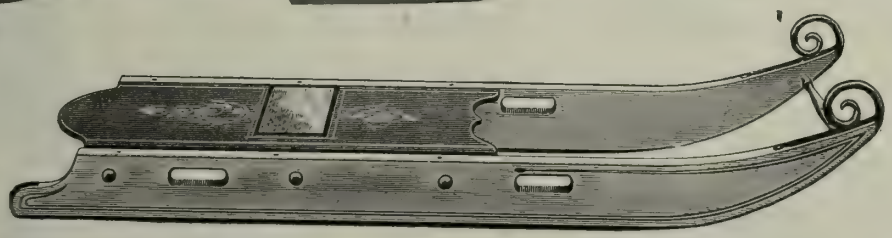
Canada Glue Co., Limited, Brantford, Ont.

The Merit and Distinction of These Lines Enable Dealers to Effect Quick Sales



Bob Sleighs

Write For Descriptive Catalog To-Day.



Wood Sleds

Any article in our catalog is sold by us with the guarantee that if it is defective, or not as represented, we will either refund the money paid or replace the goods, as desired.

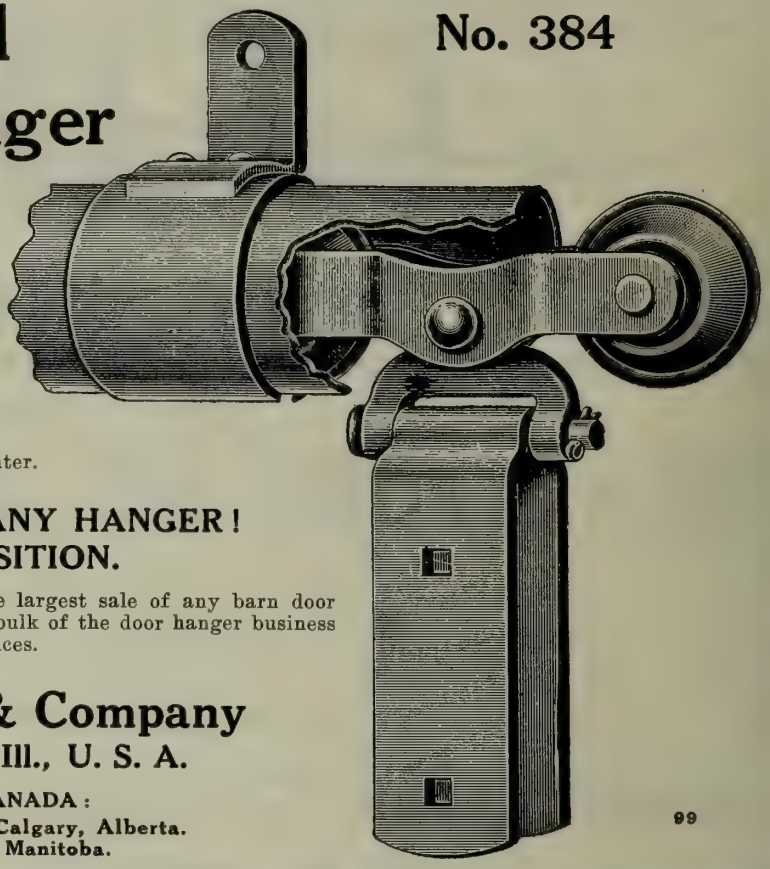


Steering Coaster

CANADIAN BUFFALO SLED CO., LIMITED, Preston, Ontario

Cannon Ball Barn Door Hanger

No. 384



The best seller in the Cannon Ball line.

The wheels are completely enclosed in the track, making them waterproof and birdproof.

It is noiseless, flexible, frictionless and equipped with large roller bearings. It has steel truss frame, special light running steel ball tandem wheels with wide tread.

Hangers are packed one pair in a box, with bolts. Six pairs in a wooden box.

Cannon Ball Track comes in convenient 3 ft. lengths—32 three-foot pieces to a crate. You can store a crate of 96 feet conveniently under your counter.

HAS LARGEST SALE OF ANY HANGER!
WRITE FOR PROPOSITION.

Cannon Ball Barn Door Hanger No. 384 has the largest sale of any barn door hangers on the market. Cannon Ball dealers get the bulk of the door hanger business because of their immense popularity. Write for prices.

Hunt, Helm, Ferris & Company

178 Hunt Street, Harvard, Ill., U. S. A.

AGENTS FOR WESTERN CANADA:
Merchants Hardware Specialties Co., Calgary, Alberta.
MacKenzie Brothers, Winnipeg, Manitoba.

99

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.



MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



There's Business as well as Birds in the Air

With the big and profitable crops harvested and with money a-plenty in their pockets, the farmers, their boys and their helpers are planning for a bout of sport. As a class, recreation and sport to them means hunting. Their hunting means new guns and supplies of cartridges and loaded shells. They want the best, so be prepared to supply them with

WINCHESTER

Rifles, Shotguns and Ammunition

the ready-selling, satisfactory line. Winchester guns and Winchester make of ammunition are favorably known and in general use the world over. The demand for them in the Dominion is bigger than ever and still growing. The advertising behind the **W** line was planned to help retailers and it is doing it To get your share of the business it is creating, stock Winchester guns and Winchester make of ammunition, let it be known that you do, and the results, both in volume of sales and amount of profit per sale, will satisfy you.

When ordering, specify the **W** Brand.

WINCHESTER REPEATING ARMS COMPANY
New Haven, Conn., U.S.A.

It Doesn't Protect You Against Fire

but it safeguards the dealer or his clerks against errors, forgotten charges and lost customers, caused through disputes.

Every business that is not safeguarded by the "Shouperior" System is subjected to the above mentioned leaks.

Make your store leakproof and your bank account will increase.

Get full particulars regarding "Shouperior."

Drop us a line on your firm's stationery to our bureau of Co-operation, Systems and Design, which is maintained entirely for your use. **NO CHARGE.**

Ask for Retail "Safeguard" System, Sub. 10, Form C-3.

Remember—our Sales Department will not take an order from you unless it is evident to you that you will be benefitted.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED

10 St. Peter Street, MONTREAL

Get the Right Drills First

Every drill user is convinced that one tryout after another will finally result in finding the right drill for his particular needs. But why not get now the drill you'll choose from future tests?

Tools of Quality

W&B

Bear These Marks.



Tools of Quality

Bear These Marks.

"W & B" Carbon Drills have earned their place among efficiency equipment by showing efficiency in the commercial test.

There's a complete line of sizes to do every job of drilling.

WRITE FOR CATALOG No. 82-G.

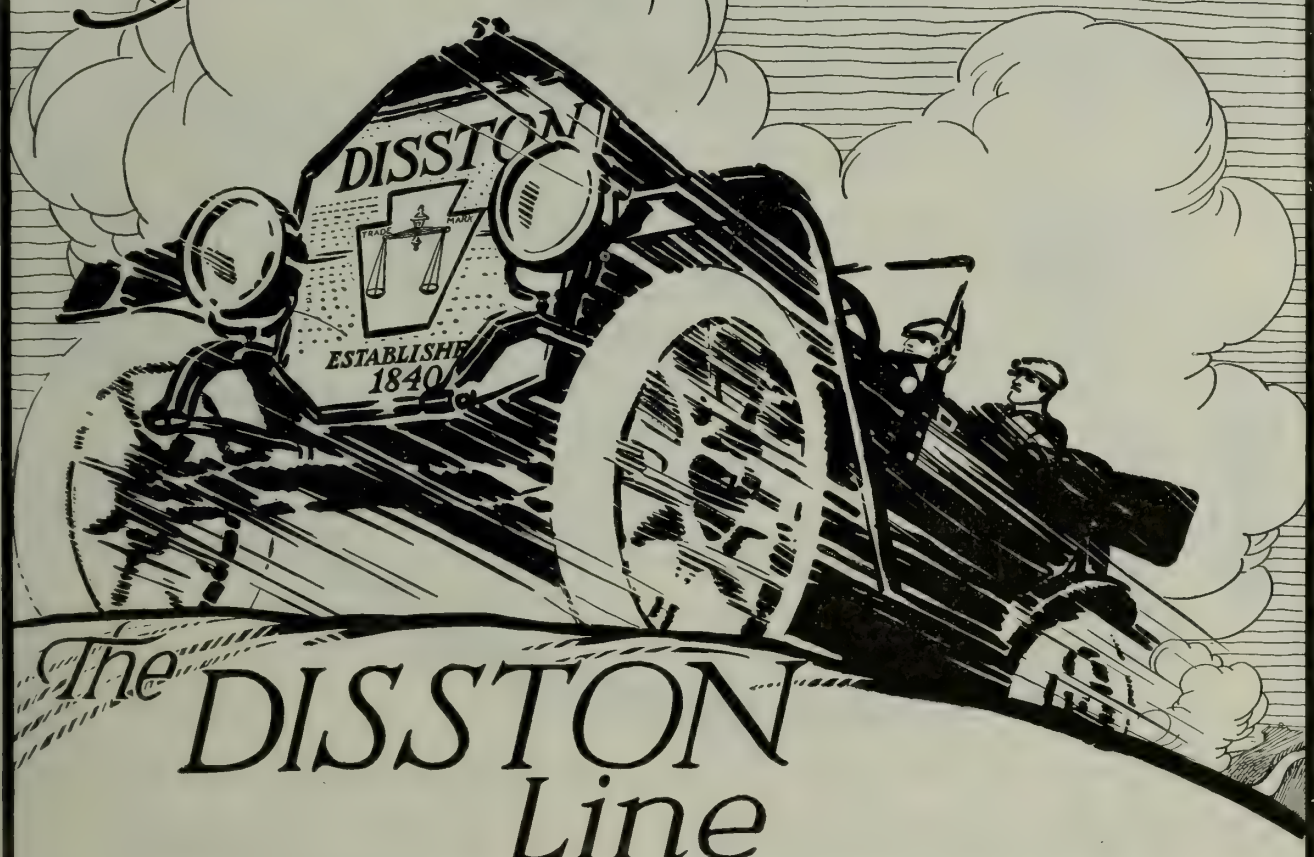
The WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

OFFICE AND FACTORY: ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

A "PULLER"



The DISSTON Line

of saws, tools and files brings this simile to mind. Have you ever noticed how a 60 Horsepower, 6 Cylinder Dreadnaught "Pulls"? How when you open up the throttle she "Picks up" speed and momentum with every revolution of the engine? Takes every hill with ease—nothing can hold her back. Just so, **you**, Mr. Dealer, backed by a 60 Horsepower, 6 Cylinder line of tools will find them "pulling" for you, and your sales "picking up" with every revolution of the sun. The Disston Brand of

SAWS TOOLS FILES

is the one brand that can do this for you. They have established themselves firmly in the confidence of the public through their many years of good service. They have proved reliable, efficient, and durable—enabling the mechanic to do better work with less exertion, and lending the amateur the helping hand he needs.

Disston products are the sort of tools that bring the customer back for more. They aid you to establish a permanent trade, because they also inspire the public with confidence in **you**—the man who sells them.

Get in behind these "Pullers" and make your sales more easily.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.



Reg. U. S. Pat. Office

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



NICHOLSON-MADE FILES



DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson - made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

FILE COMPANY **PORT HOPE, CANADA**

40

THE CLARK AUTO HEATER



EVERY COLD DAY IS A PROFIT DAY

FOR DEALERS WHO SELL THE

Clark Indestructible Steel Heaters

for Automobile, Wagon, Sleigh or Carriage.

There is a great and growing demand for this, the advertised line of heaters.

Order an assortment from your jobber now and get this business in your community.

It will pay you and every heater you sell makes a permanent winter market for you on the Clark Carbon fuel.

Write for our 1914 catalogue. It's a beauty.

Clark Carbon

Ignites Easiest
Heats Strongest
Lasts Longest

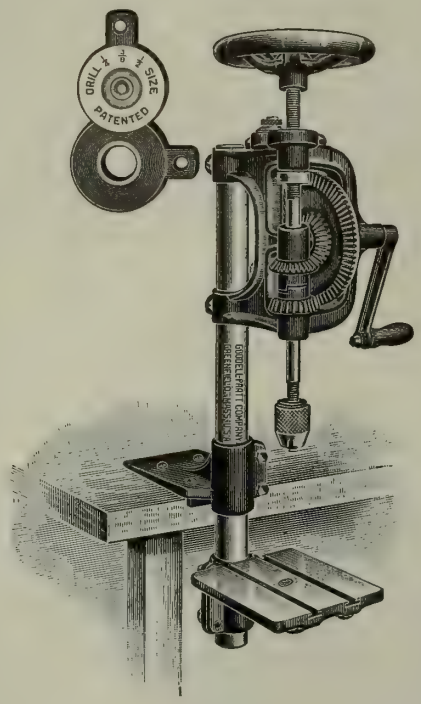
of all Heater Fuels.

It's the kind that always comes awfully good.

There is no come back
It always makes good

Chicago Flexible Shaft Co.

250 Ontario St., Chicago



BENCH DRILLS

With Intermittent Friction Feed and Quick Return of Spindle

This Feed is instantly adjustable to any size of drill within the capacity of the machine, and beyond setting it properly no further attention is necessary. All the operator does is to turn the crank.

The Spindle is provided with a quick return movement. All that is necessary is reverse the movement of the crank.

They are paying profits to dealers.

Goodell-Pratt Company

Toolsmiths

Greenfield, - - Mass., U.S.A.

Get Our Opinion About Your Accounting

If your profits are not as large as you think they should be, consult us. Our advice is free. If you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

to reduce your bookkeeping labors, to prevent forgotten charges, to prevent errors, to prevent misunderstandings with customers over their accounts, and to improve your collections, we'll tell you so. If the McCaskey System cannot be applied to your business so that it will pay you an enormous profit, we'll tell you so, just as quickly and as frankly.

One hundred thousand merchants in all lines of business have profited by our advice and are using The McCaskey System.

We know a good deal about handling accounts. Some of this information will be valuable to you. You can get it free.

Suppose you write to-day. For convenience, use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto. Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World



THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H.& M.

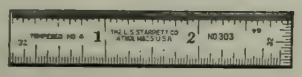
This advice was written for grocers, but hardware men should profit by it

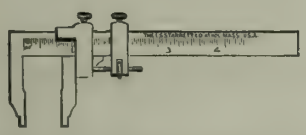
ADVERTISING & SELLING

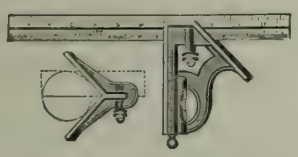
the neighborhood store where your goods are on display. Get at a person more ways than one and you will surely get his attention and if there is the slightest spark of interest in him for your goods, the sale soon follows.

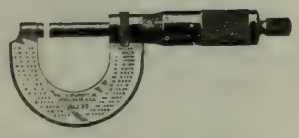
Don't even expect a grocer to put in your window, or to have a window ready for you to fill. One must be prepared to clean out, wash the glass, the floor and remove remnants of former displays. It isn't always so bad but never seems perfectly simple. You can't advertise pure food through fly specks, very well, so don't attempt it. Don't look for and don't expect helps. Just dive in and do your will. Window displays are the most powerful of advertising factors in proportion to costs. They pay and pay well for your time.

We have reproduced here a clipping from a mighty live article in ADVERTISING AND SELLING. That article hammers and hammers on the value of a well dressed show window. It was written for grocers, but it applies to any kind of a store.











Now, granting that your show window is valuable, you must decide what is worthy of such advertising space. The answer is that line which appeals to the most people and in which there are the most profitable sales. What line deserves more attention than

Starrett Tools

in which every machinist, engineer, carpenter, chauffeur and millwright is interested? The tools are so attractively finished as to make a beautiful display, yet so practical that out of a well displayed set nearly every man will pick some tool which he must eventually have.

The window display just puts his mind right on tools so that if he enters your store to ask prices or information you can easily make your sale. It's up to you now to make a window display of Starrett's because when you aren't displaying Starrett tools you're losing sales. Write now for our new catalogue No. 20M.A., showing the full line.

The L. S. Starrett Company

ATHOL, MASS.

NEW YORK LONDON CHICAGO, ILL.

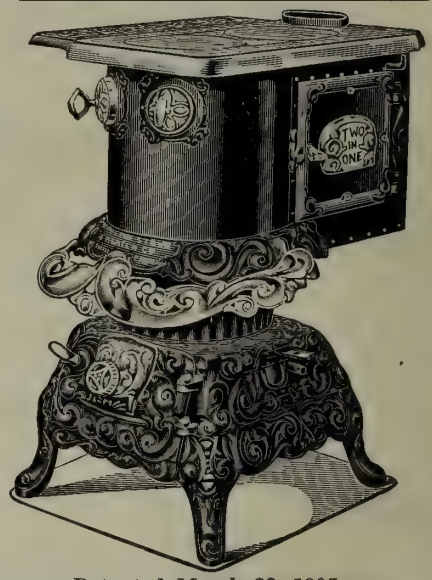
42-241

First Class Heater

The Two-in-One Stove

First Class Cooker & Baker

A Combination that is Efficient, Durable, Economical, very Attractive and Low in Price



The **exposed fire pot is the proven best type of heater,** and it lasts much longer than the enclosed type.

As a range it is not a temporary substitute, but permanent cooking and baking range of medium capacity.

It will cook and bake as quickly, as evenly, and in every respect as well as an ordinary range.

Heats and bakes at same time—hence a big saving of fuel.

For hard or soft coal, wood or coke—combustion is perfect.

Fitted with a high grade **Duplex Grate.**

Complete particulars should interest you.

Patented March 28, 1905.

Hamilton Stove & Heater Co., Limited

Hamilton, Ontario

Successors to Gurney, Tilden & Co., Limited. Tilden, Gurney & Co., Limited, Winnipeg, Calgary, Vancouver.

PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices.

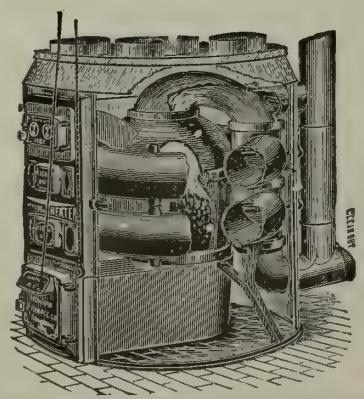
Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS

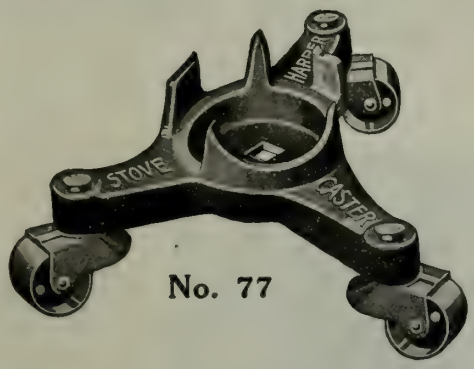


The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.
We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.
Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

We also manufacture Summit Low Down Furnaces

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

Don't Lose Stove Sales!



No. 77

If your stoves are good ones you should not. And the reason you are losing sales is probably one of display. Your customers are not being shown the back, front, sides, inside and outside of your stoves. You may be showing them a dismal regiment standing on some dark, dusty platform.

The Harper No. 77 "Handy" Castertruck will provide an inexpensive way to fitting each stove on handy rollers, making it possible to wheel the stove to your customer and the light, where things can be seen.

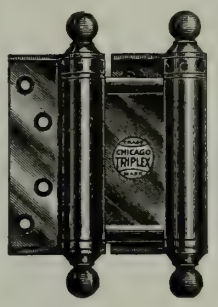
You'll sell stoves then. Write your jobber or direct to

Chicago Hardware Foundry Co.
North Chicago, Ill.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex Spring Butts

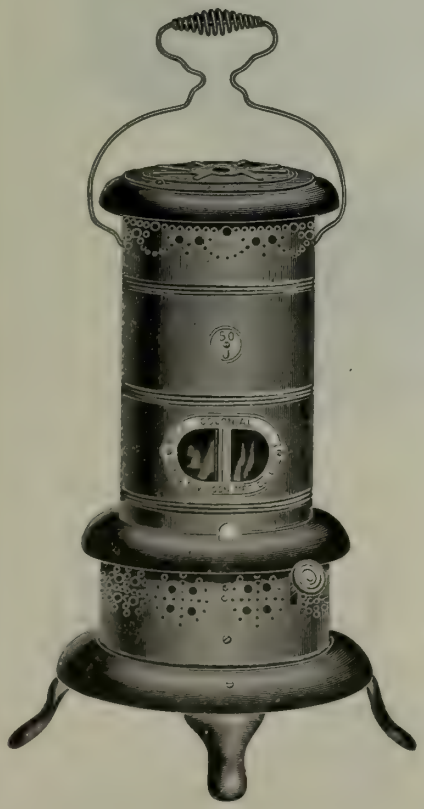
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

Davidson's Oil Heaters



Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, and can be operated just where the heat is needed.

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

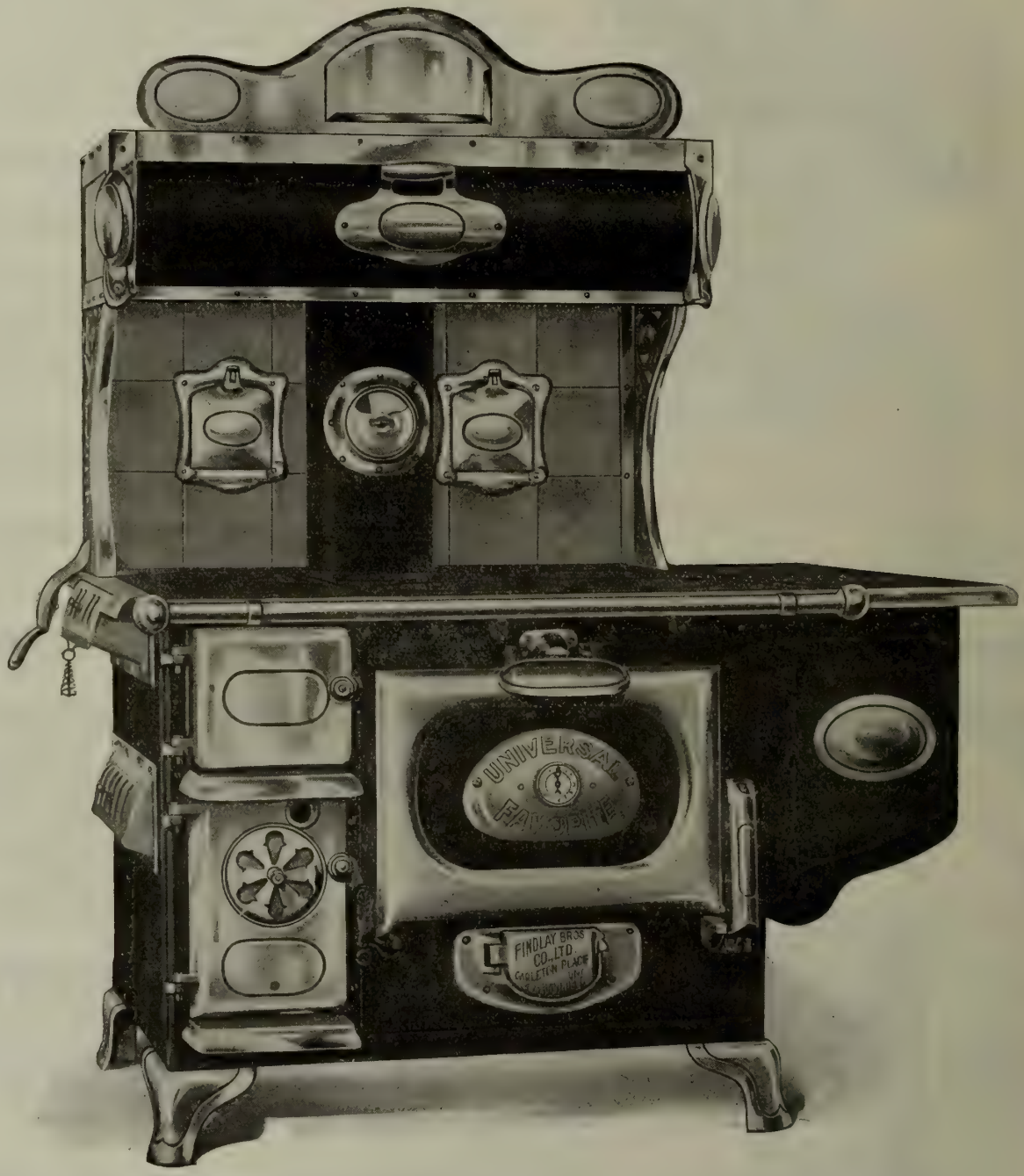
Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED

Montreal **Winnipeg** **Toronto**

Can you imagine, Mr. Dealer, two nicer Ranges to have on your floor? They are classy and are just as good as they look. These Ranges are household Favorites from the Atlantic to the Pacific, and their new semi-plain dress is making them still more popular and more of them selling than ever.



THE UNIVERSAL FAVORITE is a high-class family Steel Range built to give absolute satisfaction. High Closets furnished in standard or tiled finish as desired.

FINDLAY BROS. CO., LIMITED

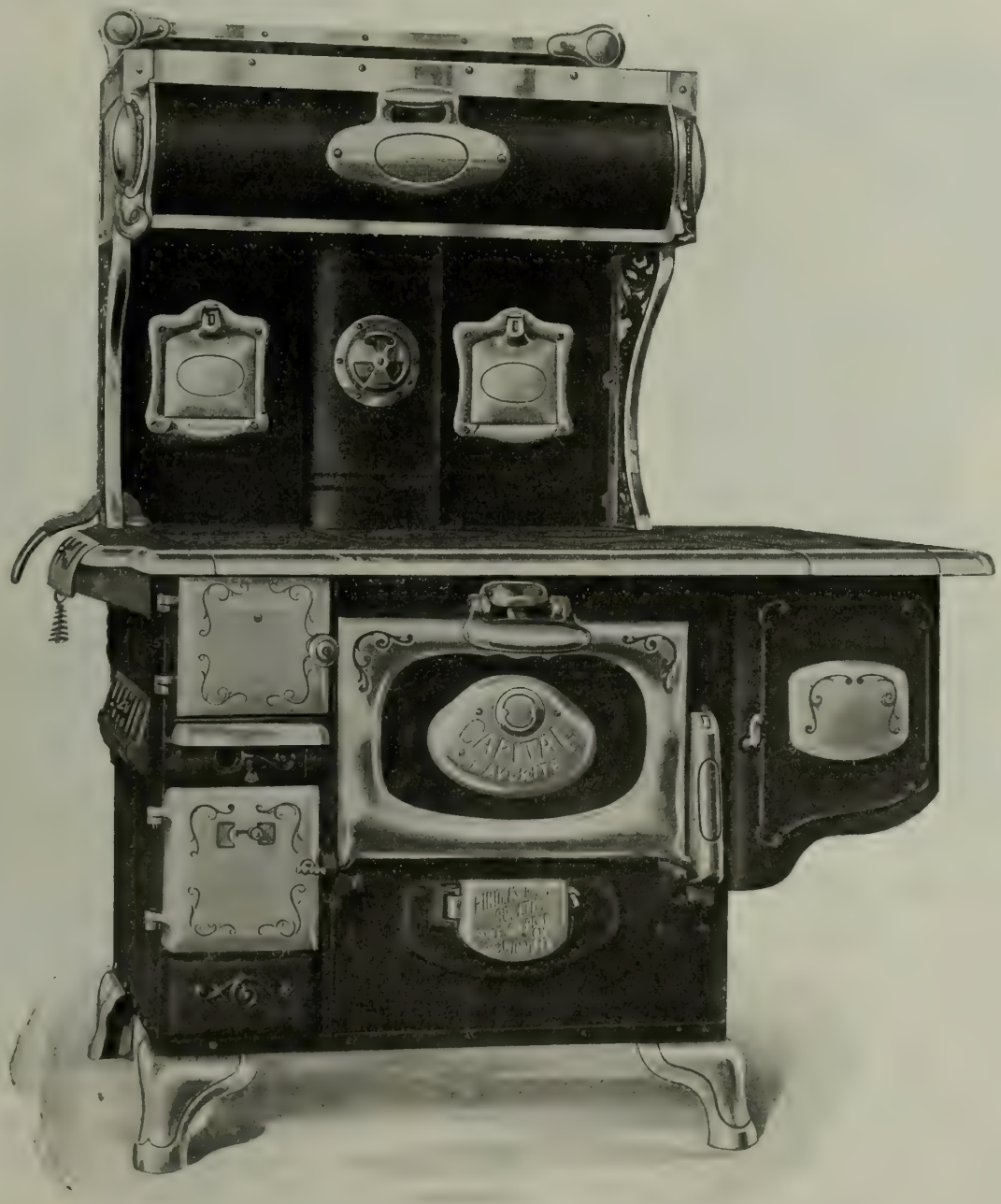
Head Office and Works, CARLETON PLACE, ONT.

Branch House - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

With money easier and trade conditions improving, this is the time to put a live wire in your stove business by placing a modern line of up-to-the-minute Ranges on your floor. We are making just the kind of Ranges the Canadian people want, and offer them to you with an aim to increasing your business, as well as ours.



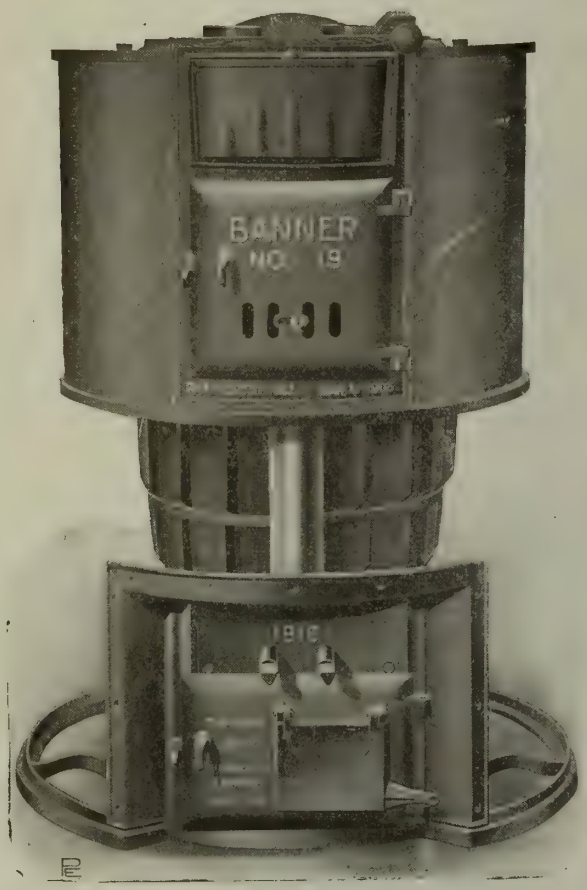
THE CAPITAL FAVORITE is a medium priced Steel Range, unequalled for the money in quality and appearance. Made in three sizes, 16, 18 and 20-inch ovens. High Closets furnished in standard or tiled finish.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton
Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

The Furnace That Always Makes Good



You Cannot Recommend It Too Strongly

Every part of the "**Banner**" is built with a view to a long, economical service.

The **Grate Bars, Fire Pot, Dome or Combustion Chamber** are the parts of any furnace that are subjected to the most wear and tear—therefore we have added extra strength to those in the "**Banner**" so as to give our furnaces an edge on those of our competitors.

Simply constructed and easily installed. Five sizes.

Our catalog will give you full particulars. Ask for it.

The

Galt Stove & Furnace Co.

Limited

GALT, ONTARIO

There are only two ways of Roasting Meat or Fowl

The Wrong Way

and

McClary's Way

Impress upon your customers the many advantages of the

McClary's

Perfection Self-Basting Roaster

such as;—



No basting is necessary, no greasy splutter over the oven, no smoke from burning grease, and all the natural juices retained in the meat.

Made in one size and two finishes, McClary's Famous Imperial Enamel and Best Quality Black Iron.

Our nearest Branch will be pleased to send you particulars of this and several other styles of roasters.

McClary's

MONTREAL HAMILTON LONDON
TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON
EDMONTON ST. JOHN, N.B.

The Proof of a Good Range is in the Service it Gives

McClary's Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

The proof of a good range is in the service it gives. Long satisfactory service, resulting from the use of highest quality material is the thing that counts.

Genuine labor saving features abound in the Pandora, ensuring perfect satisfaction with a perfect Range.

A Nickelled Steel Oven thoroughly ventilated—full sizes.

The Flues are of special construction, forcing the heat to pass twice round the oven.

The firebox is fitted with heavy triple triangular grates and semi-steel linings.

The Reservoir is one piece enamelled steel giving it a smooth hard surface—an exclusive feature in the Pandora.

The Thermometer is thoroughly reliable and registers exact heat of Oven.

The Pandora has that attractiveness that brightens your floor and appeals to prospective customers.

Stock McClary's goods and keep our "Quality" motto before your customers and your trade will expand.

Drop a line to our nearest Branch for more particulars.

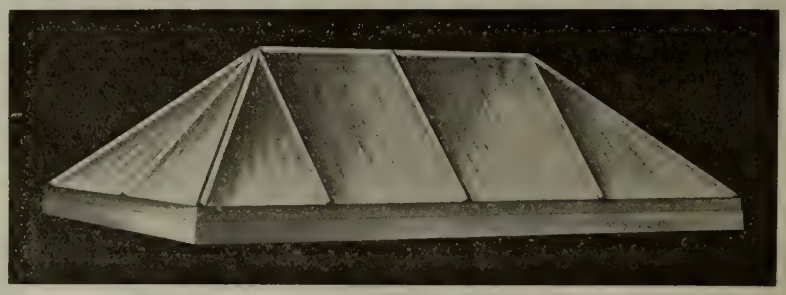
McCLARY'S SHIP QUICK

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

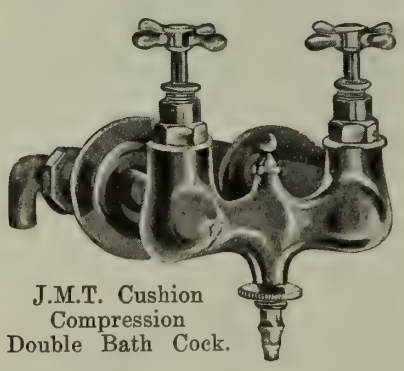
The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL Quebec | **TORONTO** Ontario | **PRESTON** Ontario | **WINNIPEG** Manitoba | **SASKATOON** Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO



J.M.T. Cushion Compression Double Bath Cock.

—if you do plumbing work our goods will increase your trade

The Grade that proves itself a satisfactory purchase to your customer.

J.M.T. CUSHION COMPRESSION WORK

By its unique construction of Double-Disc encased, makes it last longest without attention.

VICTORIAN LAVATORIES

Are particularly nice goods for the Modern Bathroom, at a price no more than the ordinary.—Send for illustrated card.



The Parmalee Pipe Wrench

The Wrench That Will Make Or Break The Tightest Joints Without Injuring Pipe or Threads.

This pipe wrench has no teeth. The best to use with galvanized, nickel-plated or brass tubing. Will save its cost in a very short time.

The James Morrison Brass Mfg. Co., Ltd.

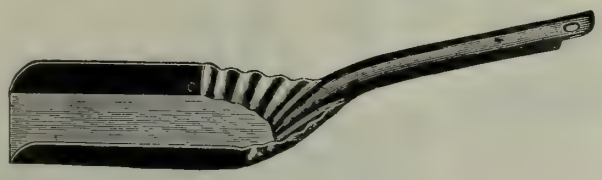
93-97 ADELAIDE STREET WEST TORONTO, ONT.

We Also Carry a High Grade Line of Engineers' Supplies



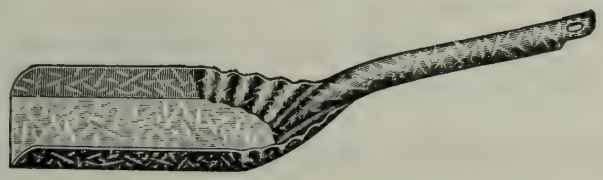
"Victorian" Porcelain Pedestal Lavatory No. 853.

This is Fire Shovel Time





Every house has a kitchen stove. Every stove needs a fire shovel. Every tinware dealer has to sell them. We make a line that retails profitably at 5, 10 and 15 cents.

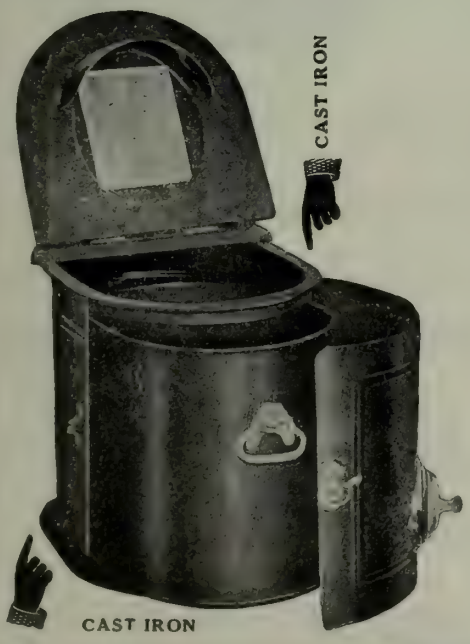


Examine our shovels and see how heavy and well coated they are. A Wright Fire Shovel is recognized by both dealer and consumer as a "good buy" every time.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS' EXHIBITORS' ASSOCIATION

E. T. WRIGHT CO., LIMITED, Hamilton, Canada

Manufacturers of high class Japanned and Galvanized Wares. You need a copy of our new Catalog—Ask for it.



"PARKYTE"
Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

6 LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS



We Create the Demand
You Supply It

That's how Iver Johnson prestige works

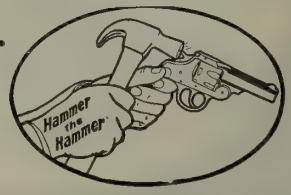
We drill Iver Johnson facts into millions of readers every week.
We make it impossible for Iver Johnson Revolvers to degenerate into dead stock.
We blaze the way for you to increase your firearms sales.
What more can you ask?
All Canadian jobbers carry Iver Johnson firearms.

Send for our Catalogue, and for one of our handsome metal signs.

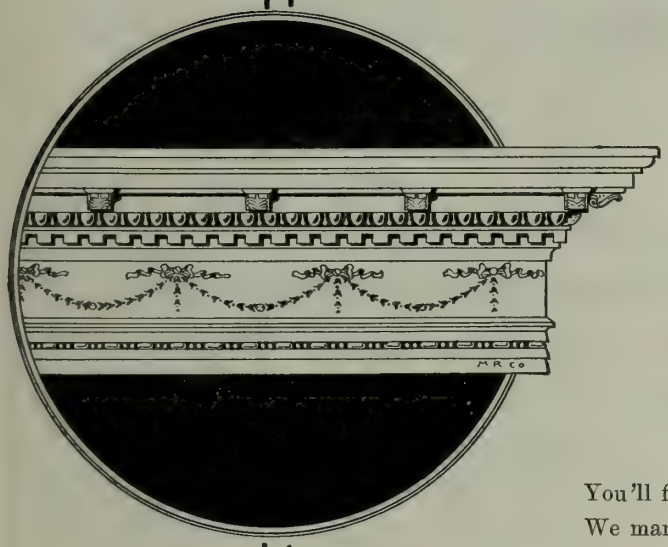
Iver Johnson's Arms and Cycle Works

350 RIVER STREET, FITCHBURG, MASS, U.S.A.

Manufacturers of the Iver Johnson Champion Single Barrel Shotgun



Excellent For All Kinds of Buildings



Whether new buildings are to be erected or old ones remodelled, it will pay you to send for complete information about

"METALLIC" CORNICES

By using these you can secure the most attractive appearing and durable construction, and considering the high quality of the material and construction of our cornices, you can save considerable money.

We make cornices in a great number of styles that will meet all requirements, from the simplest to the most elaborate designs. Send for catalogue "Z" and prices.

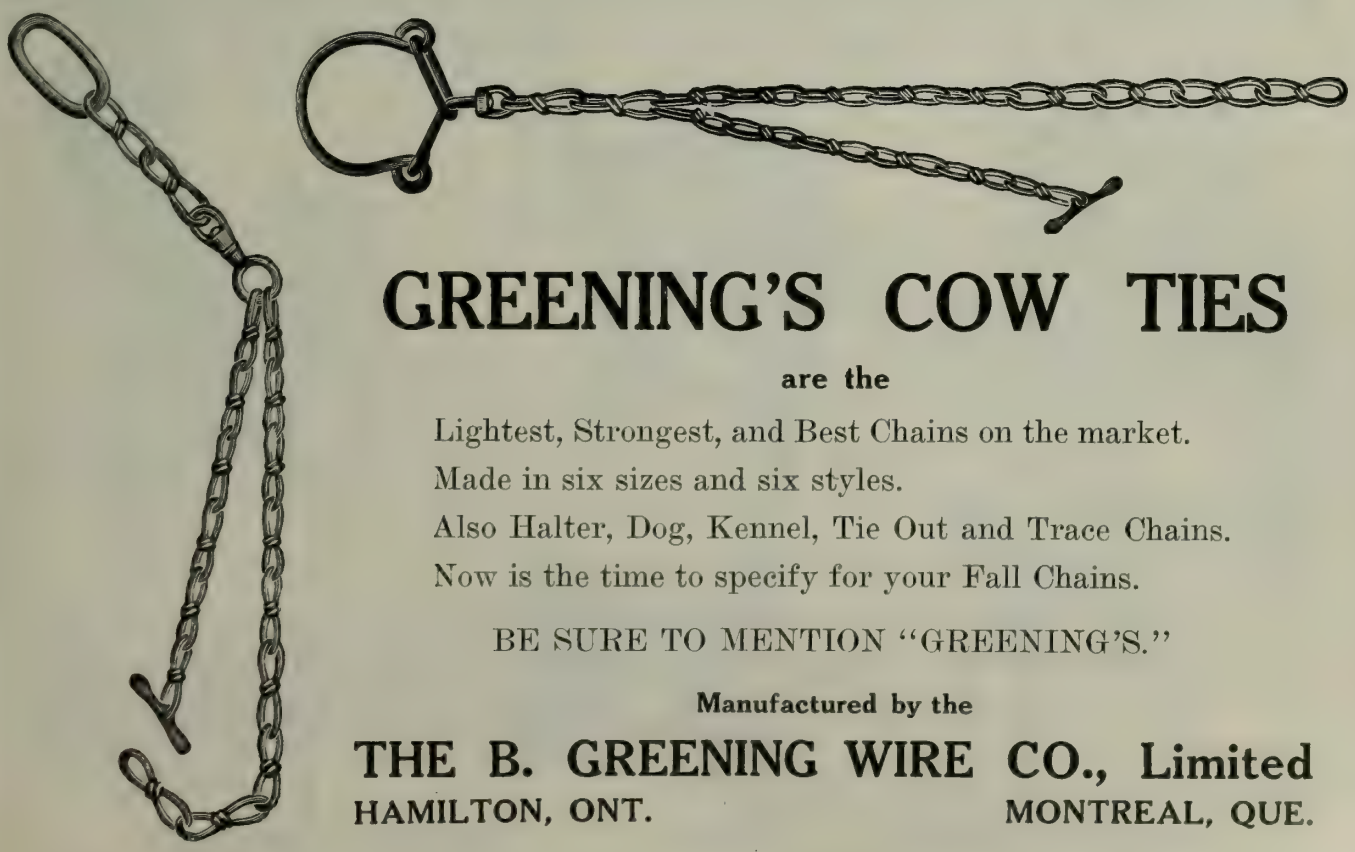
You'll find the "Metallic" a good line to handle.

We manufacture all kinds of sheet metal building materials.

The METALLIC ROOFING CO., Limited

Manufacturers

TORONTO and **WINNIPEG**



GREENING'S COW TIES

are the

Lightest, Strongest, and Best Chains on the market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

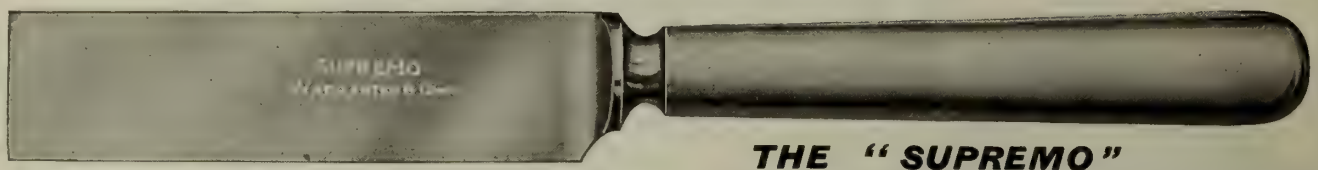
BE SURE TO MENTION "GREENING'S."

Manufactured by the

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

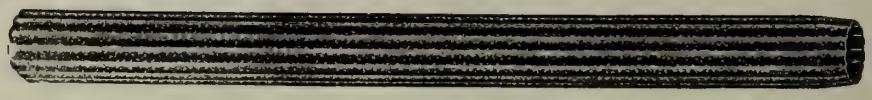
McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

Easy Fitting Eavetroughs and Conductor Pipes are Our Specialty

Elbows, valleys, ridge roll, skylights,ventilators and **Corrugated iron.** Write for prices on galvanized sheets. **We ship while others are thinking about it.**

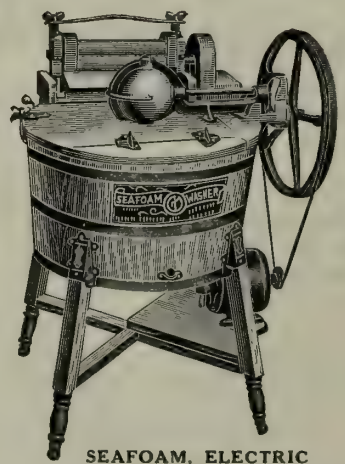
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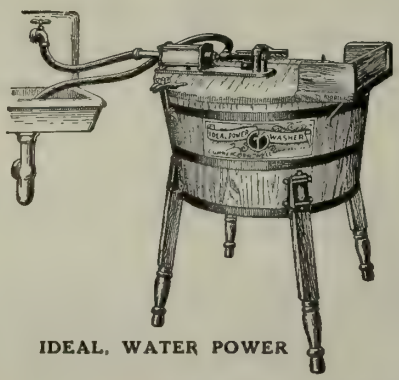




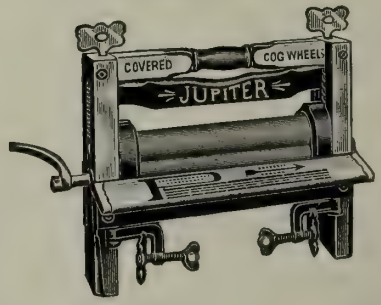
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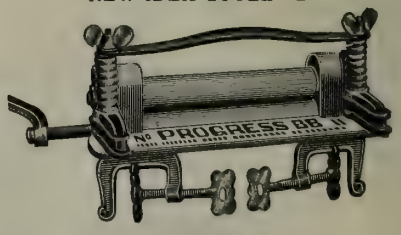


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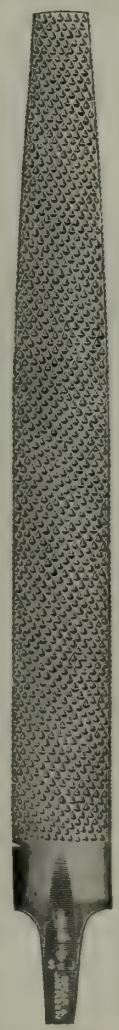
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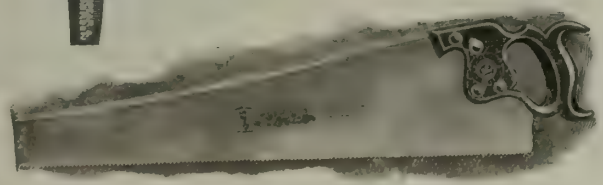
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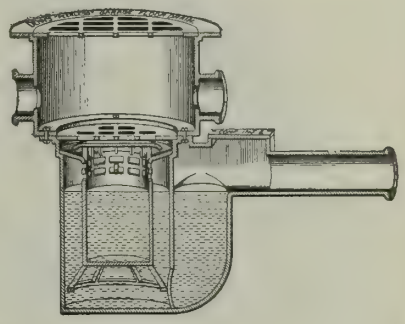


Fig 61

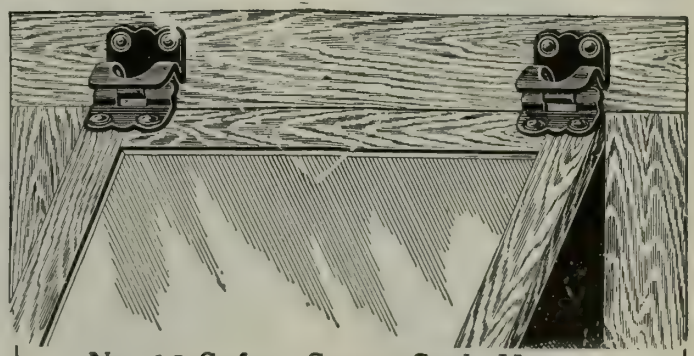
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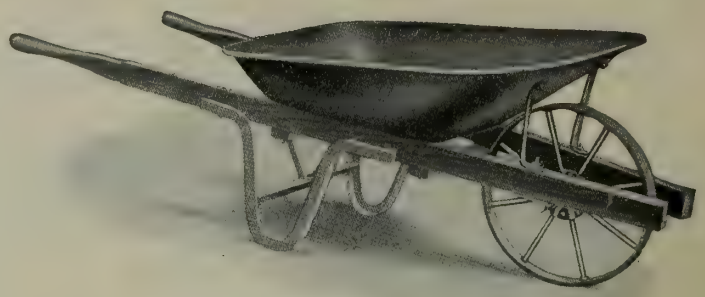
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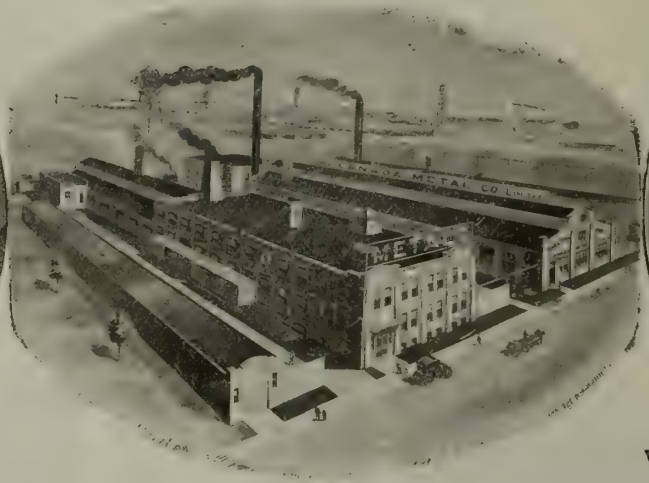
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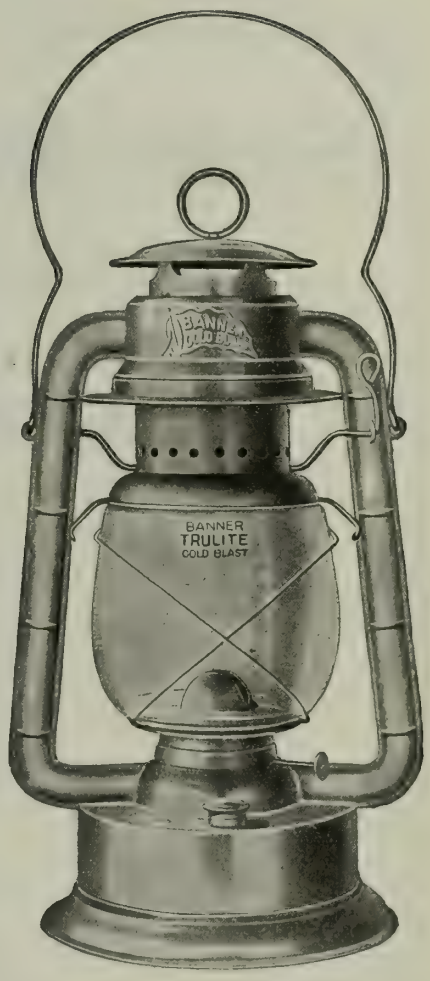
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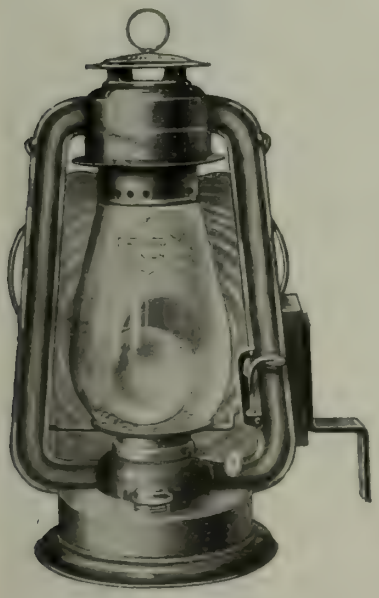


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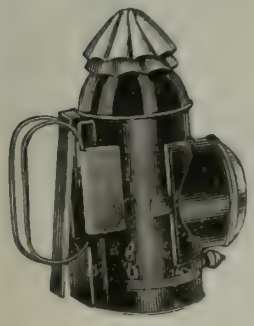


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Red Japanned, gives a fine clear light, intensified by a reflector. Every farmer or carriage owner needs one.

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Fitted with bright tin Corrugated Hoods for lighting large areas, such as Skating Rinks, Stations, Stables, etc. Wind proof design.



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Japanned finish, superior quality lens. Three sizes, small, medium and large.

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The Canadian Rogers Company's Plated Silver is now being stocked by **Every Dealer Who Investigates** the **Facts.**

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HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, OCTOBER 18, 1913. No. 42

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

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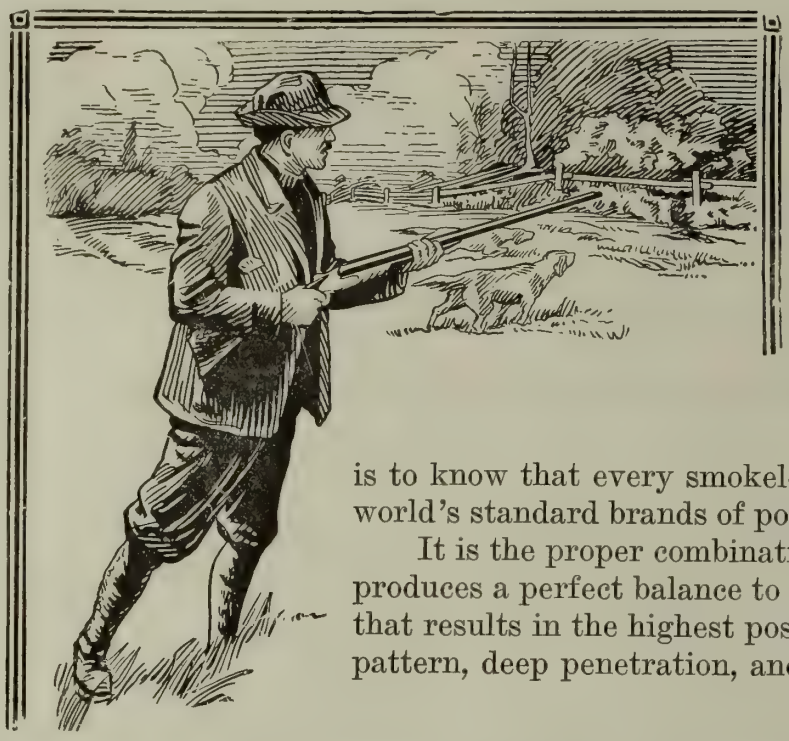
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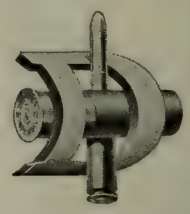
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Ads. go into the homes of Nearly Everyone in Canada

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Makers of the famous O-Cedar Polish Mop.



JAMES HARDY, Secretary. *W. J. LAWSON, Retiring President.* *A. PRUDHOMME, President Elect.*

Annual Banquet of Canadian Wholesalers

Big Men of the Canadian Hardware Trade Dine Together in Toronto—Speeches Showed Greatest Optimism for the Future —New Stories and Arthur Blight's Solos Enlivened the Proceedings.

Another annual banquet of the Canadian Wholesale Hardware Association, has passed into history, and it was one of the best organized and most enjoyable functions that the Association has ever carried out, even though their reputation for hospitality has stood very high in the past.

The guests present included many of the biggest men in the Canadian hardware trade, and the banquet hall of the King Edward Hotel, Toronto was comfortably filled, those present being arranged at eight tables. Telegrams were read from John M. Taylor and President-elect Alex. Prudhomme, regretting their inability to be present.

At the head table, Retiring President W. J. Lawson had at his right, Peleg Howland, of H. S. Howland, Sons & Co., and at his left, Col. J. B. MacLean, publisher of Hardware and Metal. There were also seated at the head table: Col. Currie, Imperial Steel & Wire Co.; Robt. Hobson, Steel Company of Canada; G. W. Howland, H. S. Howland, Sons & Co.; J. E. Lemieux, Quebec; H. Occomore, President Ontario Retail Hardware and Stove Dealers' Association; Hon. J. R. Stratton, Peterborough Lock Mfg. Co.; W. A. Wood, of Wood, Vallance & Co.

Those at the other tables were:—S. W. Batty, Henry Disston & Sons; C. A. Birge, Steel Company of Canada; George Boyd, Steel Company of Canada; F. C. Brunke, U.S. Steel Products Co., Toronto; C. E. Britton, Cowan & Britton; A. A. Bittues, Gillette Safety Razor Co.; W. L. Cummer, Cummer-Dowswell; A. W. Clarke, Canadian Yale & Towne; Henry Clucas, Canadian Paint Co.; W. H. Carrick, Hamilton Stove & Heater Co.; G. J. Crowdy, Jas. Hutton & Co.; R. R. Coulson, Dominion Iron & Steel Co.; J. W. Dowling, Caverhill, Learmont & Co.; W. L. Edmonds, Canadian Hardware, Stove and Paint Journal; S. J. Frame, Jenkins & Hardy; Col. W. Gartshore, McClary's; A. E. Gilverson, Rice, Lewis & Sons; M. R. Griffith, Canadian H. W. Johns-Manville Co.; H. B. Greening, B. Greening Wire Co.; H. P. Hubbard, E. C. Atkins & Co.; T. F. Hodgson, Steel Company of Canada; J. Hardy, Jenkins & Hardy; A. H. Hough, Canadian Tube & Iron Co.; N. Howden, D. H. Howden & Co.; A. F. Hatch, Canada Steel Goods Co.; A. Jeannotte, Montreal; G. James, Wood, Vallance & Co.; C. G. Knott, Steel Company of Canada; W. J. Lawson, Rice, Lewis & Sons; Victor Lemieux, N. Lemieux & Fils; W. J. Lind, Independent Cordage Co.; J. G. Lorriman, Hardware and Metal; J. Maxwell, D. Maxwell & Sons; A. G. Macpherson; R. H. Merriman, Hamilton; J. W. Moncur, Ontario Lantern & Lamp Co.; F. E. Macdonald, Rice, Lewis & Sons; M. Morell, Dominion Iron & Steel Co.; Charles G. McGhie, Welland Vale Mfg. Co.; Col. Ptolemy, P. L. Robertson Mfg. Co.; R. H. Reed, Consumers Cordage Co.; J. B. Reade, Kennedy Hardware Co.; W. A. Rowland, Steel Company of Canada; J. H. Ross, Remington Arms—Union Metallic Cartridge Co.; W. Starke, Starke-Seybold; J. Steveley, Canadian Handle Mfg. Co.; W. T. Sampson, Gananoque Spring & Axle Co.; W. C. Springer, Springer Lock Mfg. Co.; M. Stewart, Toronto Nail & Tack Co.; E. M. Thurber, Nicholson File Co.; Adam Taylor, Taylor, Forbes Co.; W. J. Vallance, Jr., Wood, Vallance & Co.; T. B. Williamson, H. S. Howland, Sons & Co.; J. H. Webber, Steel Company of Canada; W. Wrigley, Canadian Hardware, Stove and Paint Journal; C. A. Whitwam, Hobbs Hardware Co.

It was eight o'clock when the doors of the banquet hall were thrown open, and it goes without saying, that ample justice was done to the best that the King Edward afforded.

After Retiring President Lawson had called the meeting to order, and the toast to The King had been drunk with the usual enthusiasm, Arthur Blight further aroused the gathering by singing a patriotic song which was roundly encored.

"Our Guests" were then toasted and Hon. J. R. Stratton called upon to respond.

A Plea for Canadian-Made Hardware.

Mr. Stratton said that in all his experience he had not met more brilliant men than those in the hardware trade. This trade attracted the brightest business men in the country. It was his desire to improve the connections existing between his firm and the hosts of the evening.

"Give us 10 per cent. more," interjected Tom Williamson.

Mr. Stratton urged the jobbers to confine their orders to Canadian manufacturers. He was a great believer in preference—the kind of preference that preferred goods made in Canada. He thought that Canada would make rapid industrial progress by manufacturers and jobbers keeping their shoulders to the wheel and continuing to advance towards a condition where Canadian manufacturers would supply the bulk of the hardware consumed in Canada.

Missed the Hardware Dean.

Robt. Hobson, General Manager of the Steel Company of Canada, said that in

looking over the assemblage, he missed that old landmark, William Vallance, dean of the Canadian hardware trade. He paid a high tribute to Mr. Vallance,



M. R. GRIFFITH
told of the preparation for the big Ottawa Hardware Exhibition.

and expressed the hope that he would soon be restored to good health.

Mr. Hobson referred to the strenuous year just past, when his different plants were hard pressed to fill their orders, and he thanked the jobbers for their loyalty under these circumstances. This condition did not now exist, but he thought that the slackening in business



COL. CURRIE, M.P.
is very optimistic as to the future of Canada.

activity would only be for a moment. Canada, last year, had earned from her soil and her mines the stupendous sum of one billion dollars, and if the jobbers and manufacturers stood together, nothing could keep Canada back.

At this point, William Starke proposed a toast to the absent members, William Vallance and Alex. Prudhomme, and it was drunk right heartily.

Things the Jobbers Didn't Know.

Cyrus Birge had his speech divided into four headings, representing things he wanted to tell the jobbers, which they didn't know, viz.:

1. The manufacturers look forward to this banquet because they know they will get a good square meal.
2. The manufacturers all love the jobber.
3. The manufacturers are the jobbers' friends.
4. The manufacturers congratulate the jobbers on the continuance of their association.

Mr. Birge spoke very hopefully of the business outlook, and expressed the opinion that the money stringency would

OFFICERS OF CANADIAN WHOLESALE HARDWARE ASSOCIATION, 1913-1914.

Pres.—Alex. Prudhomme, Montreal.
Vice-Pres.—T. B. Williamson, H. S. Howland Sons & Co.
Secretary.—James Hardy.

ease up as a result of the right kind of co-operation between manufacturer and jobber.

Predicts Flood of Orders in Six Months.

Col. Currie, M.P., was another who spoke in the most optimistic vein regarding the business situation, and he based his opinion on investigations he had made in Western Canada on four distinct visits to the Western Provinces this year.

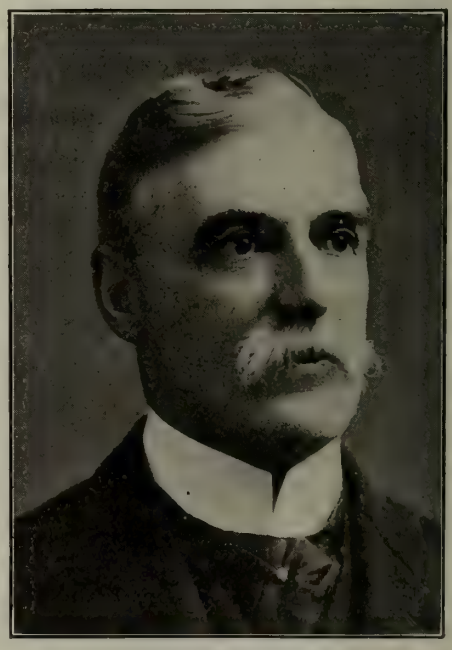
He pointed out that nearly every country in the world had passed through a similar period of financial stringency this year. He thought that if Canadian money were kept employed at home, instead of $55,000,000 being sent to Mexico, and similar amounts to Porto Rico and Brazil, there would be less danger of financial panics. He instanced the fact that there are few Canadian stocks listed on the Toronto Stock Exchange, most of the active ones being concerned with developments in Mexico, Cuba, Porto Rico and Brazil, in spite of the fact that Canada is the most rapidly growing country in the world.

Col. Currie spoke of Canada's unfavorable trade balance, which has often



H. OCCOMORE
who handed out some good suggestions re price lists.

been commented upon, and claimed that our exports in reality are much heavier than we know, owing to lax regulations as to outward manifests. This was something that the Government had under consideration.



ROBT. HOBSON,
who invited the delegates to Hamilton, for Friday.

In closing, Col. Currie predicted that within six months Canada's factories would once more be crowded with orders.

Some Good Stories.

Arthur Hatch paid a tribute to W. J. Lawson, the retiring president, and regretted that he was not occupying the chair for the second year.

Mr. Hatch enhanced his reputation as a story-teller, and brought down the house with two or three good new ones.

After Arthur Blight had sung another solo, Col. J. B. MacLean, publisher of Hardware and Metal, was called upon.

Cementing the Different Hardware Interests.

Col. MacLean said that it was the mission of Hardware and Metal to act as the flux which cements together the interests of the three great divisions of the hardware trade — manufacturers, jobbers and retailers. He said that it was thirty-two years since, as a young reporter on the Toronto Mail, it had been his duty to call upon the hardware trade for market information. In this capacity he made the acquaintance of such men as the Samuels, the Lees, Caverhills and others, whose names have for many years been familiar names in the trade.

He mentioned the difficulty he had experienced in securing market information for a daily paper of general circulation, which finally resulted in his establishing Hardware and Metal, which would reach the trade only.

An amusing anecdote concerning the late Immanuel Samuel was told by Col. MacLean. Mr. Samuel was a recognized authority on market information, but was very backward in giving it out. However, as Col. MacLean and Mr. Samuel belonged to the same fencing club, they often had a friendly bout, after which Mr. Samuel would become a little more talkative on business topics, especially if he had been victorious.

In closing Col. MacLean hoped that he would be privileged on some future occasion to second Mr. Vallance in his reminiscences of the Canadian hardware trade in the days gone by.

A. W. Clark, of Canadian Yale and Towne, was then called upon, and expressed his satisfaction in the progress his company was making in this country since establishing a Canadian plant. He hoped to make the company grow, and with it the city of St. Catharines, in which it is located.

At this juncture a half-stifled duet began to develop from the direction of Messrs. Bittues and Williamson, but it was rudely interrupted by Toastmaster Lawson, who called upon the new vice-president for a speech.

Some More Stories.

T. B. Williamson spoke of the memories of the late Immanuel Samuel, which had been awakened by Col. MacLean's remarks. He paid a high tribute to Mr. Samuel, with whom he had been associated.

Mr. Williamson view with Arthur Hatch as a story-teller, his yarn about the champion quoiter taking rank with the Scotch Justice of the Peace.

Hardy Predicts Improvement in February.

The genial secretary, James Hardy, was called upon, and said he felt sure that the association had been a good thing by bringing together the jobbers



CYRUS BIRGE.
a prominent figure at Thursday night's banquet.

in a social way. He predicted that business in the West would not show material improvement until February, though he felt that nobody had any real cause to complain of present business condition.

Mr. Occomore Makes Suggestion.

In responding to the toast, "Sister Associations," H. Occomore, president of the Ontario Retail Hardware and Stove Dealers' Association, wanted to know what the manufacturer or jobber would do if it were not for the retailer. He asserted that the retail hardwaremen of Canada are keeping well abreast of the times, and in every fair-sized town or city there are stores which are a credit to the hardware trade.

Mr. Occomore made some suggestions as to the style of price lists and trade literature that the retail trade would like to see adopted, and this will have the consideration of the association.

M. R. Griffith, President of the Canadian Hardware Manufacturers' Exhibitors' Association, outlined the plans for the Ottawa Convention and Exhibition in February, and extended an official invitation to the jobbers to visit Ottawa during the Exhibition.

The Ladies—God Bless Them.

Wm. Starke picked upon A. A. Bittues to speak on behalf of the ladies, and Mr. Bittues, referring to himself as a somewhat recent manufacturer in Canada, said that he thought the jobber a necessity, and to drive home his point told a story about a boy who came late to school. Ask him about it.

J. Maxwell, of D. Maxwell & Sons, St. Marys, made an appeal to the jobbers to buy Canadian lines, claiming that, in many cases, Canadian consumers pay higher prices for inferior goods imported.

Robt. Hobson, for the Steel Company of Canada, invited those present to become the guests of the firm at Hamilton on Friday, going up on the 9.30 C.P.R. train. A large number signified their intention of accepting the invitation, and as Hardware and Metal goes to press they are enjoying themselves in the Ambitious City.

The gathering broke up with "God Save the King."

SOME SNAPSHOTS OF THE DINNER.

"Bittues makes the best safety razor on the market, but as a responder for 'The Ladies' he is a rank failure."—Robt. Hobson.

* * *

This toast, proposed at Table No. 5 by William Vallance, jun., made a hit: "In ascending the ladder of prosperity may we never meet a friend coming down."

* * *

Adam Taylor: "He's a bird; he's a Birge."

* * *

Deep regret was expressed that, owing to an accident, Alex. Prudhomme, president-elect of the Canadian Wholesale Hardware Association, was unable to be present at he banquet.

* * *

When Secretary Hardy jokingly suggested that future conventions might be held at Atlantic City, in conjunction with the National Hardware Association, not a few "Ayes" were heard.

* * *

"When I see Jim Hardy trying to work between the jobber and the manufacturer, I sometimes wonder which party he is affiliated with."—Cyrus Birge.

Ask Arthur Hatch to tell you the story of the Scotch Conservative who was elected Justice of the Peace.

HARDWARE AND METAL

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PLAYING UP THE TALKING POINTS.

When a man opens a retail store in any community, he must, of necessity, have a pretty definite idea of what kind of service he is going to offer that community. He must see an opportunity, for a certain kind of service, or he wouldn't be so foolish as to invest his capital and time, in the enterprise.

It may be that there is an opening for a store, dealing with high-class and high-priced goods. Or, possibly, the opportunity may be for a business specializing on cheaper lines, where quality would not be the main consideration. Almost every community contains people who pride themselves upon always buying the best articles and paying a good price for them. And, in the same locality, there will be a large class who are looking for cheapness.

When the dealer has decided upon which of these classes he wishes to concentrate, he should lose no opportunity of playing up the talking points which would appeal most strongly to this class.

And yet this very obvious point is sometimes overlooked, and especially, in the newspaper advertising done by retail stores.

The dealer who really wants the custom of the class who cannot afford high-priced lines, will often advertise his goods as being the best and of the highest quality, whereas his strongest talking point is the length to which a dollar bill can be stretched by purchasing at this store.

In the same way, the dealer who caters to the more exclusive trade, is sometimes found advertising as if his prices were very low. Of course, they may be low, quality considered, but the most important thing that dealer has to offer is his ability to satisfy the most particular buyer.

Remember that you, as a hardware dealer, must have some logical reason for being in business, or you wouldn't be there. That reason is the special kind of service you are prepared to perform. Then emphasize this specialized service on every possible occasion, until your customers and prsopective customers recognize it as clearly as you yourself.

THE BUSINESS SITUATION.

Perhaps the most noticeable feature of present conditions in the hardware trade, is that business is good — almost remarkably so—in the smaller towns, and inclined to slackness in the cities. This is no doubt due to the fact that money tightness is more severely felt in large centres of population, where big undertakings in building and construction, are first curtailed, when money becomes scarce.

Paint and varnish manufacturers are experiencing this condition in a rather marked way. Their country orders are highly satisfactory, denoting that property owners in the rural districts, are taking advantage of the prolonged fair weather, to put their buildings in good shape to stand the winter.

The weather, too, has been extremely favorable to building operations, and, if the normal amount of construction work were going on, there would be a heavy turnover of all kinds of builders' hardware. Unfortunately, however, the favorable weather conditions have been offset by the slackening of building activity during the past few months, and no unusual movement of builders' hardware lines, is noticed in consequence.

In another respect, the fine weather has been a handicap to the trade, as it has held back buying of cold weather goods. This will probably mean a busier November.

Speaking generally, business men in Canada, seem to be waiting to see how the Western Provinces will use the returns from the grain crops, to liquidate their indebtedness, and there is much speculation as to how far this money will go, in giving the West a clear slate. The money situation is undoubtedly clearing, and when the crop money begins to find its way back to jobbers, manufacturers and banks, business should resume its normal pace.

BIG RETAIL STOVE TRADE.

In last week's issue of Hardware and Metal, reference was made to a highly successful two-days' stove sale, conducted by a hardware firm in a Western Ontario city. This week, two or three other cases have come to light, of big stove sales made as a result of special efforts, by Ontario hardwaremen.

By selling sixty-five stoves in two days, one firm seems to have established a record, but it is a record which many other dealers have made up their minds to assail. The report of this big sale, in Hardware and Metal, has aroused several ambitious dealers to new activities, and it would not be surprising if some of our readers should succeed in setting up a new figure, before the present season ends.

SPECIAL OPPORTUNITIES FOR PROFITS.

Probably at no time in the past six years has it been possible for dealers to make more actual profit by reading the advertisements in Hardware and Metal, than at the present time.

As a natural result of the money stringency many jobbers and manufacturers are bending every effort to turning an overplus of stock, into cash. They are prepared, in some cases to offer very special inducements which will help the retailer to make unusual profits in the turnover.

In this very issue, there are no doubt many special propositions set forth, which it would pay every reader to investigate. The dealer who prides himself on his good buying, knows the importance of studying Hardware and Metal's advertisements, at all times, but there were never so many profit-making opportunities shown, as right now.

AN UNDEVELOPED FIELD.

The introduction of manual training into our schools some years ago, has resulted in stirring up a great interest in amateur carpentry.

This opens up a practically new field for the hardwareman, for it means that almost every householder can be induced to buy a pretty good assortment of tools, with which to while away the long winter evenings.

With special force does this apply to the "tired business man" who comes home from a day's confinement at his desk, and welcomes a diversion which helps to put his muscles in better shape, and enables him to make many little repairs around his home. Professional men, such as doctors and lawyers, are also good buyers of tools, and in many cases are very adept in handling them.

These men can better afford high-class tools, than the average mechanic, and, by pointing out that much better work can be done with good tools, it will not be found difficult to sell these customers the best tools in stock.

Dealers will find it profitable to make a special appeal to this class of trade, in their window displays and advertisements.

POINTED EDITORIALS.

Did you ever see a man pass a really good window display of hunting goods, without stopping to size it up?

* * *

It's always fair weather, when the good fellows of the Canadian Wholesale Hardware Association get together in their annual banquet.

* * *

Retail merchants, generally, will agree with Col. J. B. Maclean, in advocating a stricter interpretation of the customs regulations in the case of travellers returning from Europe.

* * *

There's no mistaking the feeling of optimism that is encountered everywhere that business men congregate, and discuss conditions. Looks as if 1914 would be a big year.

Canadians in Europe

In the New York Herald's Paris Edition, recently, there appeared from the Carlsbad correspondent an interview with Col. J. B. MacLean, publisher of Hardware and Metal, which will be of interest to our readers. Col. MacLean's wide experience as publisher of the leading Canadian trade papers led him to suggest that there should be a stricter interpretation of the customs regulations as regards the effects of travelers returning to Canada from Europe. In this opinion, Canadian business men generally, will heartily concur. The interview was thus reported in The Herald:

"Canadians are following the example of Americans in their invasion of Europe, according to Lieutenant-Colonel J. B. MacLean, newspaper proprietor of Toronto, Canada, who is at the Savoy Hotel. Colonel MacLean says that he has been reading the HERALD for about 13 years.

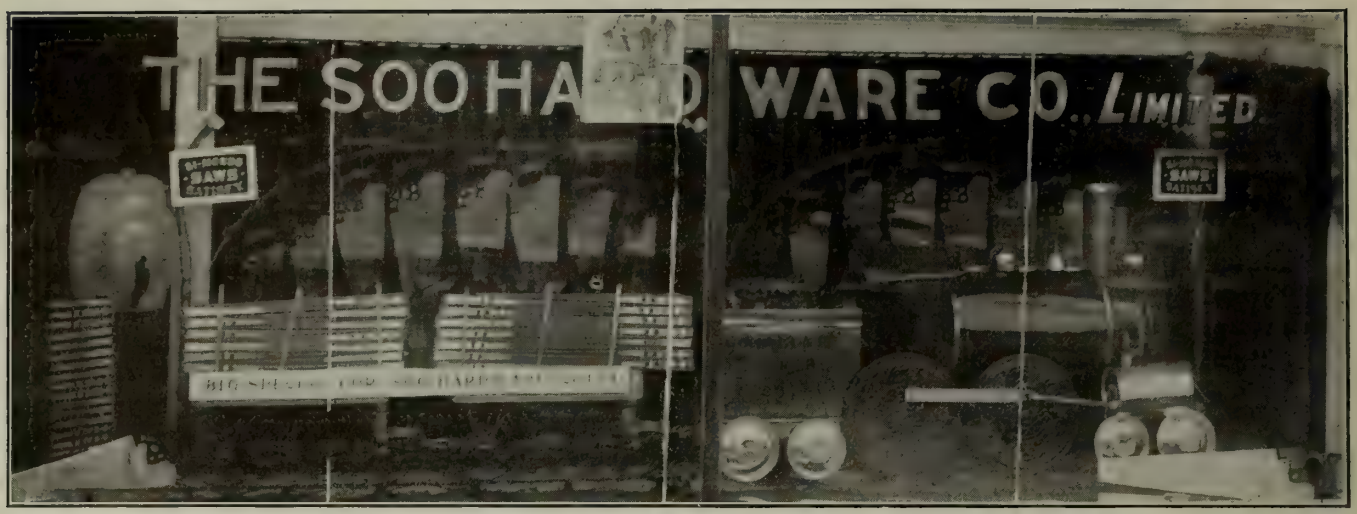
"Commenting on the Canadian invasion he said: "I am one of the few who come regularly to Carlsbad, but there are a few more Canadians floating over to Europe than surface indications would lead one to think, because we pass for Americans. As a class, we are like Americans in dress, accent, manners, tastes, in fact in everything but sentiment. In this we are strongly British."

"This continent has had three distinct invasions of vacation seeking money spenders—British, Americans, and South Americans. The fourth invasion the Canadian, has just begun."

"The last 25 years have produced in the Dominion, scores of self-made millionaires and thousands of others with fairly good bank accounts. These are following the fashion by coming over here to outfit their families with jewelry, clothes and furnishings of all kinds. Hitherto our customs have been most generous to returning travellers and no serious attempt has been made to collect duties on personal effects of any kind bought abroad, but with the great increase in these purchases, our customs must, in justice to our own merchants and manufacturers, be given a stricter interpretation."

"The foundations of Canada's great prosperity were laid in 1878, when we adopted a protective tariff, which was followed by a policy of national aid to railway building, to open up the country in advance of the farmer, miner, and lumberman. Our development has only begun. The second and third transcontinental railways, with their hundreds of miles of feeders, will be completed in another year or two."

The professional man and the "tired business man" could be made your best customers for high-grade carpenters' tools, by proper cultivation.



An original display in the window of the Soo Hardware Co., Sault Ste. Marie, Ontario. Dressed by Ed. Keyes.

Featuring Tools in Window Displays

Great Strides Have Been Made in the Production of Modern Tools—Mechanics Are Always Interested in Tool Displays — New Tools Should Always be Featured — Show Windows Are Valuable for Featuring Tools, and Their Importance Should Not be Overlooked.

Since the early days when men fashioned their tools out of stone there has been a wonderful evolution in the manufacture of tools.

To-day we have rapid cutting steel edge tools; we have micrometers measuring the ten-thousandth part of an inch and many other varieties of tools required by the modern mechanic. The need for tools to-day is greater than ever before. Every day new problems arise necessitating the need of some new or improved variety of tools.

Mechanics to-day are using labor-saving tools and devices undreamed of ten years ago. New tools are constantly being added to the large variety already on the market.

Despite the fact that the tool line is already a large and varied one, mechanics are always on the look-out for new tools. No matter how extensive the tool assortment of the machinist may be he is always looking for new or improved patterns of tools. The machinist tool line is very large and complicated and for a salesman to be thoroughly versed in machinist's tools requires considerable study and attention to detail.

Manufacturers of machinists' tools have compiled valuable catalogues and booklets for the use of salesmen and also for apprentices learning trade. A machinist is always interested in a display of machinists' tools and when a window display of modern tools is shown you will have no difficulty in securing the attention of any full-fledged machinists or apprentices who may happen to pass your way.

Just as the machinist is interested in machinists' tools so is the carpenter, mason or moulder interested in tools used in their respective trades. Sell a carpenter a new pattern saw vise, butt, gauge, level, square or other tool and see how quickly his fellow workmen will know about it. The moulder, if he secures a new slick that is an improvement over his old one will soon tell his brother moulders.

Every hardware salesman knows how particular the mason is in picking out a trowel or a stone hammer. Every mechanic has his own idea of a model tool and is always on the look-out for new tools.

With new tools being placed on the market every day the question naturally arises as to the best method of placing the goods before these critical mechanics. If you approached a number of hardware merchants who have large and successful tool departments and asked them which method they considered best for featuring tools, they would invariably say, "Use your show windows."

The show window is really the index to the store and if a show window is big enough to let in light it is big enough to let in business.

The average mechanic naturally expects that if a firm has a new line of tools a display will be made and he expects the show window to be used for this purpose. Many instances might be quoted to show where excellent results have been obtained through displaying tools in the show windows.

The tool department is one of the most important in the hardware store. One retailer stated a short time ago that one of his show windows was used at all times for displaying tools.

Mechanics alone are not the only purchasers of tools. Every auto or motor boat owner is a good prospect. Tools of some description are needed in almost every home. The householder may purchase a cheaper grade of tools than the average mechanic but nevertheless the trade of the householder is valuable and profitable.

It is good policy to sell when possible high-grade tools for too many people expect to secure the same service from a cheap tool as they expect from a high-priced one.

The Soo Hardware Co., Sault Ste. Marie, are firm believers in window display as a means of promoting sales in tools. One of the accompanying illustrations shows a clever display arranged by Ed. Keyes. Saws are the principal tools featured. The display created considerable interest.

The 'Illusion' of Success.

¶ The man who succeeds at thirty is often a failure at forty. The mushroom grows in a single night; the morning glory blossoms between the setting and the rising of the sun, and fades and dies with the first few hours of the coming day.

¶ The material which constitutes a great oak tree is wood fibre, and this is to a very great extent the same material which constitutes the mushroom and the morning glory. The life of an oak tree is perhaps many hundreds of years—the life of a mushroom but a few days; the life of a morning glory but a single night.

¶ The oak grows slowly, by a long and tedious process, develops roots which extend in toward the heart of the earth—grows a massive trunk with which to support great outspreading branches. The mushroom—the toadstool, have practically no roots, and by a single brush of the hand or a tiny pressure of the toe are broken down and destroyed. The mushroom and the toadstool have little more than enough resisting power to carry their own weight.

¶ The process of growth represented in the oak is the kind of evolution or growth which is permanent, lasting—the kind of evolution which is beautiful, dependable, constant and continuous, extending over a period that makes a well-rounded life, full of beauty, strength and individuality. Upon the basis of this growth a long life is maintained, as this life, this beauty, this permanency, is the result of years of labor.

¶ There is a disposition on the part of men who have made a fair success, who have done reasonably well, to believe that they have realized their ambitions, and that they have tasted all that life holds in store for them.

¶ The greatest success is attained much on the same principle as the success of a man like Thomas Edison, who has constantly astounded the world with new discoveries, new and wonderful inventions, and who, perhaps, has done the world more actual good than any other man who has ever lived. At least, it is easy to specifically point to the way in which Edison has actually benefited his fellowmen.

¶ We observe a great many men in business, around the age of thirty, who have made considerable money, who own an automobile and have acquired a certain amount of what we style "worldly goods." In reality this is the critical period in the life of an individual. There is but one thing which we can do under conditions of poverty, but there are many things which we can do under conditions of prosperity. There is considerable question as to what most of us would do were we clothed with absolute power or authority, or placed in possession of unlimited wealth.

¶ If a man's growth is constant, continuous, and extends over a long period of years, if a man is more of a man at the age of forty than he was at the age of thirty, then he is the type which represents the finest character, the noblest ambition, and the purest aspiration of that something in nature we call the Divine. The ambition to succeed at an early age is all fine and good, but an ambition to be a still greater success, to accomplish more and more as the years pass on, is something better and far more beautiful.

¶ The other day a man said, "I started in at the bottom and finally reached the top," forgetting that there are heights to which no man has ever reached, and that there are depths which have never yet been explored. Human nature is shrouded in the illusion that success is a matter of position, when in very truth success is a matter of growing from one position into a higher position—a matter of developing from something to something better.

¶ A little prosperity is poison to many men. They get too much of a thing and become mentally and physically sick, and budding enthusiasm, energy, growth and evolution turn to the dust and worm-wood of mental, moral and physical decay.

Efficiency

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The Rejuvenation of Tackles & Naylor

THE firm of Tackles & Naylor had been in busines for forty years. As the name would suggest they were in hardware, but apparently hardware was not in them. No miracle ever described in a Sunday school book could have changed their plan of business from its sad state of demoralization to up-to-date efficiency. Everything was loose. System had found only a cold reception within their walls and so at last vanished entirely in utter disgust.

The son of the senior partner, Tackles, clerked in the store, and as a result of his high-flown ideals was the brunt of all the business sarcasm which passed between the two older men, the veterans in the trade.

"I'll show them yet," he vowed, and every day his determination became stronger. "If only I could get them both away, I'd ———."

Though young Nailor had never placed his vow in writing, it was a generally understood thing amongst the travelers who visited the store that he was a boy who would live up to his word. He had already shown his ability, but as most of his efforts were effectively nipped in the bud his chances to make a showing were slim.

Pat. Hogan, traveler for the Kook in Kumfort Mfg. Co., had visited the store on various occasions, but had never been able to sell more than half a dozen stoves on any one trip. This time he determined to "blow things up."

"Well, Tackles," he said, after the usual friendly greetings had been exchanged, "I want an order for twenty stoves to-day, and you're the man in the best position to give it."

Tackles scratched his head, looked wise, and as a bright idea struck him he rapidly replied that twenty was a little too many, but that he might take two.

"Now, or never," thought Hogan. "Look here, Tackles," he began, for he knew him well, "you write that order on a post card and send it in. It's post card size, and I'd sooner not have any expenses save the cost of a stamp charged up against it. It has cost me too much coming to this town to put my expenses opposite the price of two stoves."

Again Tackles looked wise, but young Naylor who had come up was taking everything in and was glad to see one of the veterans "getting his."

"This firm is rightly named," continued Pat. "You've got Tackles as the senior partner. Why don't you switch over?"

"I demand an explanation," roared Tackles and suddenly—quicker than in business—his look of wisdom changed to one of anger.

"Just this," and Hogan was cooler than ever. "You're driving business with a 10 oz. tack, when you should be clinching a 10 penny nail."

The bomb had struck and burst. Tackles saw the application, and after a fit of raging anger began to see some truth in the statement. Being still angry enough to show that he was right, he ordered those twenty stoves and with a sarcastic leer at young Nailor he concluded, "Now for your fine ideas of salesmanship."

* * *

In the week which intervened before the stoves arrived young Nailor was continually on the alert. The store he had totally transformed.

Before the traveler had left, he had already put some of his ideas into practice, so that when the stoves arrived there was the name of the firm, Tackles and Nailor, shining forth on every one.

"Nothing like advertising a good thing even after it is sold," he stated, when the first objection was raised. "For years we have had the best stoves in town, and we might as well get the credit for it to help future business."

But this was not all. Young Naylor broke all the principles of the firm by advertising, window displays, special sales, running leaders, inviting in customers, and even washing the windows and sweeping off the sidewalk.

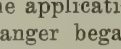
Still pessimistic, Tackles grouched that the firm would never get the money. Half down, however, with a written agreement as to future payments, soon began to show even the obstinate Tackles.

The junior clerk had scored. Every customer was made to pay after payments as he could afford but the first payment was half or nothing. When he knew a promise of $10 per week was worthless, he cut it to five and pointed out the necessity of getting the money regularly. The bill of sale contained a signed agreement as to how payments should be made, and everything was completed in a business fashion.

Manufacturers' circulars had been a thing unknown in the store. Now there were half a dozen varieties in prominent positions, and every clerk knew how to make a practical application of the contents contained therein.

Whether the junior clerks' ideas had been theoretical or not they worked out to the extent of twenty stoves within as many days, and the town was given enough talk to last them for six months.

"Nothing like getting people talking," stated young Nailor, and when you get 'em talking keep 'em talking."



THE VOICE OF THE DYNAMO.

By W. J. Lampton in Edison Monthly.

Oho,
I am the Dynamo!
Chief of the brood
Whose only food
Is air, fresh air!
Here, there,
Everywhere,
Wherever the air is
There my thin fare is,
Lacking all substance, impalpable stuff;
But if they will only give me enough
I will develop the strength of a giant,
Rapid, resistless, inflexible, pliant.
Oh,
I am the Dynamo!
Wrought
Of man's thought
As meed
To his need.
Creature of metal and motion,
Answering the turn of his hand,
I give him a giant's devotion
On the sea, in the air, on the land.
Large or small,
I come at his call,
To push or pull,
Or lift or drop,
Or rend or close,
Or move or stop,
And I
Know not the reason why.
I only know
Man made me so;
Yet while he may control me, still
My power is not within his will,
And it may strike him to the earth,
This creature of his creature's birth,
This mystery always alert
To do him good or do him hurt.
Oho,
I am the Dynamo!
Man's creature which creates a force
Beyond the power of its source.

Fall Hunting Goods in Special Display

Method Employed by George Taylor Hardware Co. to Feature Hunting Goods—Results from Window Displays and Newspaper Advertising—Fall Sporting Goods Should Receive Prominence at This Season.

Promoting sales by effective and novel window displays is one of the most important methods of publicity employed by the George Taylor Hardware Co., Cobalt, Ont. The displays are always arranged with a view to attracting and holding the attention of the passer-by. Seasonable goods are always featured, and the displays are changed at regular intervals. No display is allowed to become dusty or disarranged. While each display has many novel features, the window dresser does not overlook the fact that the displays are arranged for the purpose of creating sales, and saleable goods always occupy prominent positions in the show windows. The window advertising is worked in conjunction with the newspaper advertising, and by working the two together they secure excellent results. A continuous campaign of window and newspaper advertising is carried on the year round, and at no season is the interest in these departments of publicity allowed to relax. One of the recent window displays is here illustrated. It depicts a camping scene, and shows a splendid array of hunting equipment. Trees, shrubbery, stumps, etc., are used to add a touch of realism to the scene. The campers' tent and all other necessities, including camp fire, fire pot, etc., are also shown. Other articles used in the display are shot guns, cooking utensils, lantern, fishing outfit, hunter's axe and knife, ammunition, etc. A live rabbit in the window also created considerable interest among those viewing the display. During the time the display was on exhibition a notice appeared in the firm's newspaper ad. as follows:—Have you stopped to look at our north window? It displays fire-arms, shells, and a fall hunting equipment. This is unquestionably the best window display we have shown for some time and the next time you are on Silver St. we want you to stop for a few minutes when you reach this window. The display as it appeared in the show window would undoubtedly create considerable interest. The goods were neatly arranged, and sporting goods constitute a line in which the average person is interested. The display was arranged at an opportune time for engaging the attention of the sportsmen interested in fall shooting. Individuality in window displays is to be commended and is generally productive of many sales. The Taylor Co. are believers in individuality in display and their show windows are used to a great extent in specializing on the various departments in their store. The sporting goods department is always kept well to the front and seasonable sporting goods are always kept in stock. This is the season of the year when large numbers of sportsmen take their vacation and they display a marked interest in all goods that go to make up the hunter's equipment. The average sportsman is a good spender and will readily purchase any article that pleases his fancy or will prove useful during a hunting trip. One of the best methods to employ in placing hunting supplies before the public is to use the show window. There are also many amateur sportsmen who are greatly interested in hunting goods and when a dealer gets a number of these amateurs interested in the sporting goods department it is altogether likely that orders will be forthcoming. Hunters old and young will all evince considerable interest in displays of hunting goods and it is the duty of every dealer to give his sporting or hunting goods department special prominence at this season of the year.



Clever display of fall sporting goods in window of the George Taylor Hardware Co., Cobalt, Ont.

Problems in Sheet Metal Work

By special request, the following lesson from the "Complete Course of Sheet Metal Work," by L. W. Koser, which ran through Hardware and Metal during 1912 and 1913, is reprinted:

Prob. 16, illustrates a proposition in geometry which comes very handy to the sheet metal draftsman.

This problem shows us how to draw an arc or curve through three given points or places, no matter where these points may be.

In Fig. 1, Prob. 16, ABC represents three given points, and we wish to draw an arc which will pass through each one of these.

For convenience we have shown these points equal distance from each other and in line, but the problem would be the same, if, for instance, A was close to B or C, or in any position whatever, for as previously explained the position of the points makes no difference whatever.

What we want to find is the centre for drawing the curve to pass through these three points.

In Fig. 2, ABC represent the three points.

Set the point of the compass at A, and with a radius equal to about ¾ of the distance between A and B, describe the arc 1-2, then with B as centre and the same radius, describe the arc 3-4, cutting 1-2, also describe 5-6, then with C as centre, describe the arc 7-8, cutting 5-6.

Through the intersections of the arcs draw straight lines, as NM, and where they meet, as the point O, will be the centre desired.

It will now be seen that the point O is equal distance from A, B and C. Therefore, if we set the point of the compass at O, and the lead at either A, B or C, and swing an arc, it must necessarily pass through these three points.

Get thoroughly familiar with this problem, as it is used in the next several succeeding examples.

In Prob. 17 we give a practical application of Prob. 16 in developing the lip for a tin measure.

First draw an elevation of the measure, as shown by Fig. 1.

Extend the top line, as shown by the dotted line Rb.

Then drop a line from the point a, as shown by a r; this is to get the height of the point "a" above the top of the can.

Next draw a vertical line as O P, and at any place on this line as "v" draw a circle the size of the can, and divide ½ of it off into equal spaces.

Set one point of the dividers at "a" and the other point at "r," and with the dividers thus set, transfer this space to the line O P, as shown by V X.

Set the point of the compass at X and the lead at the top of the circle at H, and describe the arc N M.

Lay off on N M the stretchout of one-half of the can.

Then set one point of the dividers at "a" and the other at "b" and transfer this space to the line O P, as shown by W H.

Then N, W, M, are the three points through which it is desired to draw an arc.

Apply the rule set forth for Prob. 16, and the pattern will be developed. Allow for flanges and burr.

In Prob. 18, Fig. 1 is a watering can, in which 1, 2, 3, represents the brest; A, B, C, D, the different parts of the spout, E the top handle, and F the side handle.

To get the handle F. divide it into equal spaces and lay out a stretchout of same, make it the desired width at top and bottom. Notch the corners for turning around the wire, form to shape similar to Fig. 4, put in wire and rivet and solder to can.

To get the top handle E, draw a profile of same similar to Fig. 6, and lay out the stretchout as Fig. 5, form to shape similar to Y and Fig. 6, and solder to can. On large cans it is well to allow a flange to come down on sides of can for riveting.

To get the brest 1, 2, 3, set the point of the compass at 1, and the lead at 3, Fig. 1, and with any convenient points as centre, as G, Fig. 7, describe the arc NM Lay off the stretchout of one-half of the can, as 1 to 7.

Then N, G, M, represents the three points through which it is desired to draw an arc.

Find the centre O, as described for Prob. 15, and with O as centre, describe the arc NGM. Allow for flanges.

Prob. 19 shows how to develop the pattern for the spout.

First draw a vertical line representing the side of the can.

Then draw the cone PXX, representing the spout. (See Figs. 2 and 5) A, and joining the side of the can at C and D

The first thing we want to do is to develop the mitre line CED.

Directly below the can and in line with it draw the circle Fig. 3, the same diameter as the can. From the centre O draw the horizontal line OV.

Drop a vertical as K from the point P for Fig. 2, cutting the line OV at V.

Drop a vertical line as R from the centre of the base XX as U, and cut through the line OV.

Lay out the base line XUX on this line as shown by the points SIS. Fig. 2.

Draw a line from the points SS into the point V, thus getting the points where the sides of the cone or spout meet the sides of the can, as HH.

Project a vertical line from H until it meets the centre line PU as at E. Then draw the line CED, which will be the mitre line.

The pattern for the bottom of the cone or spout is developed the same as explained for Prob. 6, plate 18. But in order to impress it more fully on the mind of the student, we will again explain it as it is here illustrated.

Drop the centre line PU of the cone any distance below the base line XX. With the point of the compass on this line and with a radius equal to XU (or ½ the diameter of the base of the cone) describe the semi-circle Fig. 5 and divide it off into equal spaces and number each.

Project lines parallel to the centre line up to the base line XX, and then carry them toward the point P, and where they meet the mitre line CED and the top line YY, carry them at right angles to the centre line PU out to the side line PD.

Then with the point of the compass at P and the lead at the base of the cone as X, describe an arc NM, and on this lay out the stretchout of the base of the cone as Fig. 5.

Bring the lead against each of the points on the line PD, and swing an arc cutting the corresponding line.

The part C of the watering can is just a plain frustrum of a cone, and the part D is hollowed out and punched. Zinc roses, however, can be purchased from any hollowware manufacturing company.

Prob. 20, plate 20, gives the development of a handle some time used on coal scuttles, etc. The principle of developing is the same as the gore piece of a three-piece elbow and needs no further explanation than that shown by the drawing.

Prob. 21 shows the development of a scale scoop.

Fig 1 represents the scoop. The curved line ABC is drawn as explained for prob. 16.

Carry a light or dotted line horizontally from B and intersect this at S by a line extended from AD.

At any convenient place lay out the long horizontal line PR.

Set the space SB of Fig. 1 on this line, as shown by PY, Fig. 3.

Drop a vertical line YM, making it vertical to BD of Fig. 1, and carry a line from M to the point P.

Draw in this space ½ of the scoop, as shown by the line VY.

With any convenient point on the line PR for centre, as O, and with a radius equal to BD of Fig. 1, draw the circle Fig. 2.

Divide this off into equal spaces, and subdivide the top parts, making them about one-half the width of the others, the reason for this being that the greater slant of the pattern is at the sides, and consequently the spaces require to be closer together. The same result is arrived at by dividing the circle into smaller spaces, but this makes more lines to handle in developing the pattern.

Having divided the spaces and numbered same, we will now carry horizontal lines to the vertical line YM, and from thence toward the point P, until they meet the profile line VY; then drop them vertically to the slant line PM.

Set the point of the compass at P, and the lead at M, and describe the arc NM, on which lay off the stretchout of Fig. 2, at the same as it is spaced thereon.

Draw lines into the centre P, with P as a centre, swing an arc from the points on the line PM and the pattern will be developed. Allow for flanges.

Prob. 22 represents a cone, joining a large pipe.

Fig. 1 is first drawn to find how far the sides of the cone come down on the sides of the pipe. Then draw the outline OPRQ, representing the sides of the pipe.

Then draw the cone VKK, meeting the top of the pipe at FE.

We now carry a line across from A, Fig. 1, and where it meets the centre line of the cone Fig. 2, as S will be the deepest part of the mitre line. Draw the mitre line FSE.

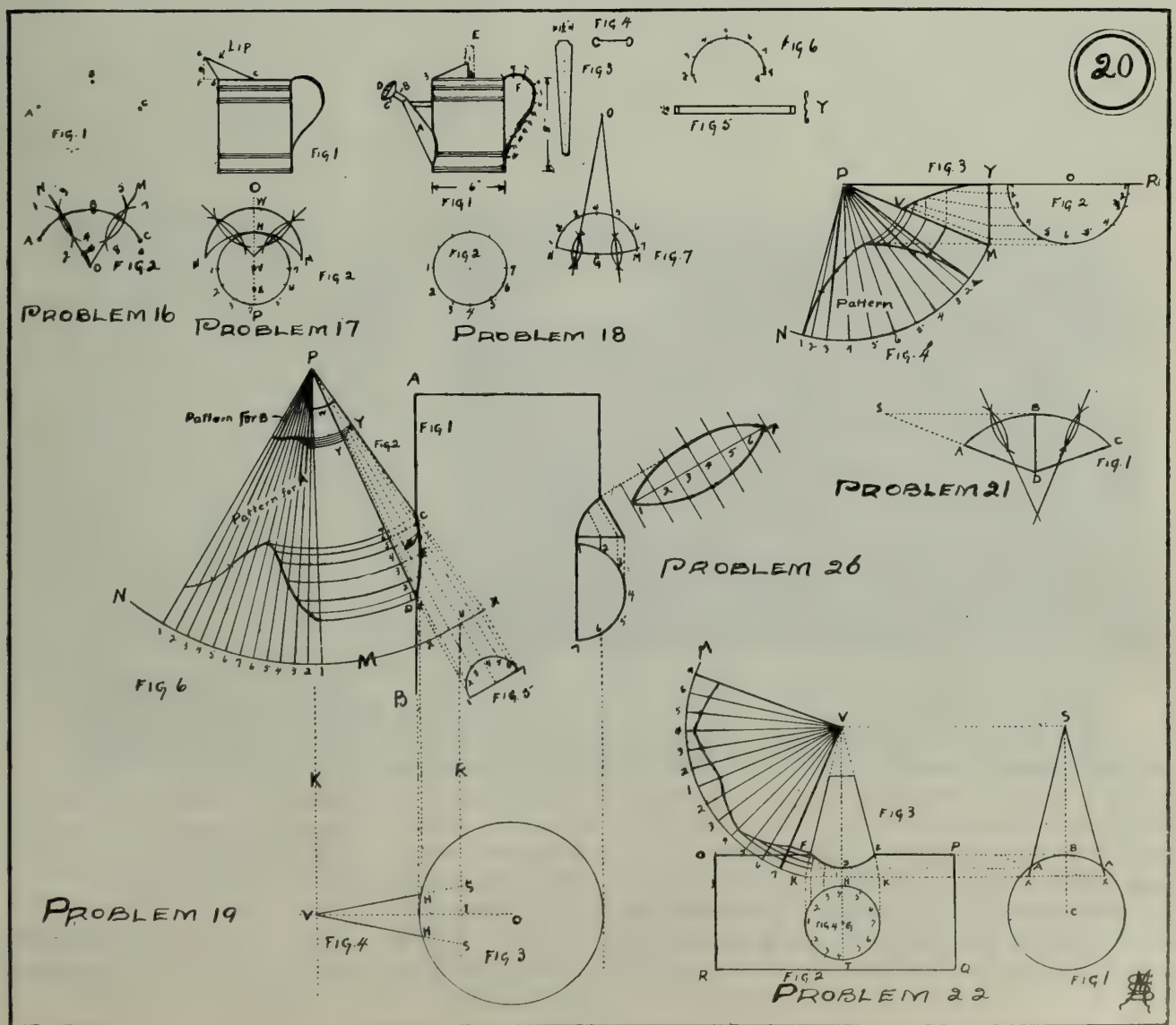
Draw a plan of the base of the cone Fig. 4, and divide it off into equal spaces.

Project lines from these points up to the base line KK, then towrds the centre V, until they meet the mitre line FSE. Then carry them across horizontally to the line VK on the side it is desired to draw the pattern.

Set the point of the compass at V and the lead at K, and describe the arc KM, on which lay out the stretchout of Fig. 4, and draw lines in the centre V.

Then with the lead on each line of the points on the line VK, swing an arc cutting the corresponding line.

If it be desired to cut the cone off at the top as at the lines shown, then swing an arc from this point.



Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

A Traveller in Eastern Ontario

One of the best known figures in the hardware and stove trade throughout Eastern Ontario, is R. G. Wright, of Napanee, Ont., who has for the past 16 years represented the Gurney Foundry Co., Ltd., on the territory between Toronto and Brockville. Mr. Wright was not born in Canada, but for many years he conducted a hardware and stove business in Napanee, Ont., where he still resides. During the time he was in the retail business his store was considered one of the best between Toronto and Montreal. The experience gained by him in the retail trade has proven valuable in imparting information and offering suggestions in helping other retailers whom he has come in contact with since joining the travelling fraternity. His experience in the stove trade dates back to the days when the wood stove was the universal line and the backbone of the business. He has seen a great evolution in trade conditions throughout this country and can tell some very interesting stories regarding the stove trade in the early days.



R. G. Wright, who knows the stove business from the ground up.

Mr. Wright's chief hobby is selling stoves. His labors for the past sixteen years have been devoted solely to the sale of the Gurney-Oxford line and he has seen the line grow to its present-day completeness. Mr. Wright is always willing to take an active part in any movement for bettering conditions in the hardware and stove trade and is always willing to impart to others the valuable experience he has gained during his many years in the business.

During the years spent in his own store Mr. Wright had occasion to study the countless problems that confront the retailer and the experience thus gained has often been used by him in helping other dealers in solving perplexing problems. During the early part of the present year Mr. Wright was confined to his bed with a severe illness for a period of several weeks. The company and his friends were anxious that he should take an extended rest, but it is characteristic of the man that immediately on regaining his health he buckled down to work with renewed vigor and to-day he seems brighter and healthier than before his illness. Mr. Wright's face is a familiar one to the trade east of Toronto and his sunny disposition and optimistic spirit has won for him innumerable friends in the hardware and stove trade. His genial greeting and kindly smile are welcomed by a host of dealers and employees in the stores where he is a regular caller and it is a safe bet that if a vote were taken to secure the names of the most popular men in the traveling fraternity, R. G. would rank among the top-notchers. He has friends everywhere who hope that he will continue for many years an active member of the army of men who are devoting their time and efforts to advancing the interests of the hardware and stove trade.

PAINT ON CAR EXTERIORS.

AT a recent meeting of shop superintendents in the United States, a novel point was brought up in connection with the unequal service of paint on opposite sides of car exteriors. It appears that a certain electric railway observed that the paint on one side of its cars was deteriorating much faster than the paint on the other side. This seemed inexplicable until it was suggested that as the cars were operated east and west without looping, the difference might be due to the fact that one side of the car was always exposed to the south and the other to the north. Arrangements were thereupon made to overcome this inequality in future by turning the cars occasionally.

Toronto, Ont.—The Canada Wire and Cable Co. are building a factory at Leaside, Ont.

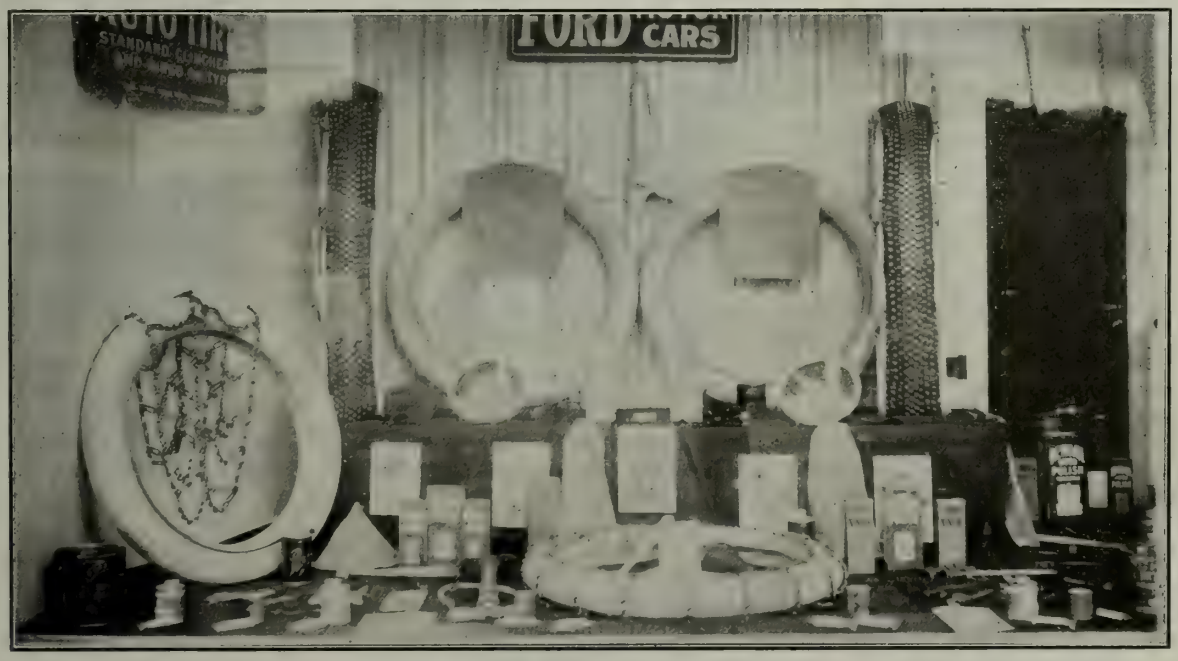
Hardware Firm Displays Auto Accessories

A Marked Increase is Noted in the Number of Dealers Handling Accessories—Motorist Favors Hardware Merchant—Display of George Taylor Hardware Co.—Accessories Should be Displayed.

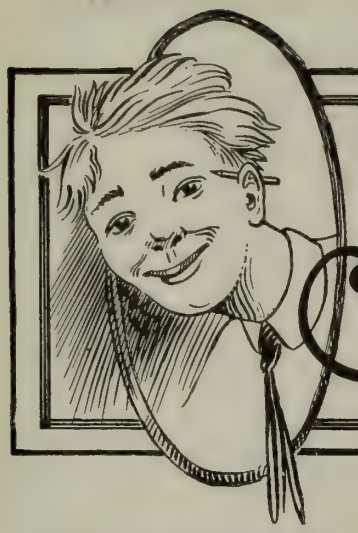
During the past year there has been a marked increase in the number of hardware firms who have added auto accessory departments to their business. For a time this line of business was to a large extent, apparently neglected by the hardware trade. The bulk of the trade went to the garages. There has been a tendency of late on the part of hardware firms to enter extensively into stocking and selling auto supplies and it is surprising how rapidly some of the auto accessory departments in the hardware stores are progressing. The reason for the progress that is being made in this line by the hardware trade can no doubt be found in the fact that the hardware dealers who have taken up the line are going into it more extensively than the garages, and also in the fact that the motorist receives better attention and treatment in the hardware store than in the average garage. Many motorists have been heard to complain bitterly about the treatment accorded them in some of the garages where they have had occasion to purchase supplies.

There appears to be a growing tendency on the part of motorists to favor the hardware merchant and when possible to make their purchases from him. A few years ago a large number of hardware merchants were under the impression that the auto accessory line would be limited and would not offer any inducements for the hardware dealer. With the growing popularity of the auto and the many thousands of new autos being placed in service each season the feeling has passed out completely and hardwaremen generally agree that the auto accessory line offers splendid inducements for the dealer who will pay attention to the department and cater to the needs of the motorists. Auto accessories work in splendidly with the hardware line. There are many tools and other lines sold in hardware stores which find a ready sale to auto owners. Some dealers have been afraid to take up the line on account of the complications which might arise owing to many parts and makes necessary to meet the needs of the auto-owner. There is, however, a tendency to standardize many of the parts and it is now possible for the dealer to stock certain lines that are generally used by all motorists. Dealers who are stocking auto accessories and making a success of the line, when asked how they generally placed the goods before the public reply in the majority of of cases by saying "We use our show windows." This should be impressed on the mind of all dealers stocking auto supplies. It is necessary to show the goods or the chances are they will remain on the shelves and possibly be counted as dead stock. One of the firms making a success of the auto accessory line is the George Taylor Hardware Co., Cobalt, Ont. The firm not only sells auto accessories but like several other Canadian hardware firms they also sell automobiles. One of their most effective methods of pushing the sale of accessories is by using the show windows. The accompanying illustration shows a display of auto accessories that recently appeared in one of their windows. The display was devoted exclusively to featuring goods required by the motorist. It is quite evident by the display that the firm has gone into the line extensively for supplies are shown from the tires down to the polish used for brightening up the metal surfaces. Care has been taken not to overcrowd the display and this is a commendable feature.

Among the articles usually carried by hardware dealers who are stocking the auto accessory line are tires, springs, chains, spark plugs, wind shields, lamps, gaskets, oil pumps, wind pumps, grease guns, goggles, repair kits, bearing scrapers, and many others. Dusting mops, wood polish, metal polish, chamois, etc., are also proving to be good sellers to motorists. The average auto owner is also anxious to have a complete tool kit and is always looking for new tools that are being introduced for the auto owner's use. Needless to say new tools are constantly appearing on the market and the live dealer can pick up many specialties that will be ready sellers if shown or displayed. A mailing list of auto owners in your vicinity would also prove very beneficial in advising auto owners of any new tools or other supplies you are carrying in stock.



Display of auto accessories in the window of the George Taylor Hardware Co., Cobalt, Ont.



THE JUNIOR CLERK'S PAGE

KNOW YOUR GOODS.

Before you can hope to convince others of the merit of your proposition you must convince yourself. You must know your goods and know them thoroughly. There are many articles of merit lying dormant in hardware stores and considered slow sellers, or unsaleable, simply because the proprietor or his clerks have not taken the time to examine the articles and pick out the selling points. Each article should be closely studied. Each selling point should be firmly grasped. General knowledge is not sufficient. The successful salesman must be able to present the selling points clearly in order to convince a prospective purchaser In no other way will the selling talk make the impression the goods deserve. It is therefore necessary for the salesman to make a study of the goods and to secure all possible information that will assist him in making sales. While it is very important that the salesman should know all about the goods he is selling, it is also necessary for him to know his customer. Arguments that might appeal to one customer might not appeal to another. Not all your customers will use your goods in the same way. One customer needs an article for occasional use while another needs the article for constant use. Some wish to do business quickly, while others are free and easy and wish to take considerable time in making a decision. In all cases the salesman must use good judgment and see that he does not offend a customer or force a customer to purchase an article he does not want, or with which he will be dissatisfied. Always bear in mind the old saying that "a dissatisfied customer is a poor advertisement." Study your customers. Only by being quick to read character can you avoid blunders. There is a way to sell goods and satisfy customers and that is the successful way. There is also a way to sell goods and dissatisfy customers, the latter way is a failure.

There is a way to miss many sales by not knowing the goods you have to sell and in not placing them properly before the customer. Successful salesmanship requires much study, but it is worth it.

A FINANCIER.

A financier is a man who can buy his wife a $12 ball bearing washing machine and make her forget that what she wanted was an automobile.

HAD EXPERIENCE.

"Advertising always brings results," said the solicitor who was trying to get a contract. "I know it," replied the president of the bank. "Last Tuesday morning we advertised for a night watchman and on Tuesday night a bunch of yeggs robbed the place.

HINTS FOR CLERKS.

Experience is the best teacher, if we learn to take advantage of the experience of others as well as our own.

* * *

You may not be able to sell a man a thing he does not want, but you can make him want it if you can show him that he needs it.

* * *

Service is not always the doing of something; sometimes the best service is the not doing of something when that something will not work for the benefit of the business.

* * *

The man who adheres to the policy of doing unto others as he would be done by may not always take the shortest cut to affluence; but the success achieved stays, and he retains his self respect and the confidence of all who know him.

STRONG POINTS.

The strong points of an onion are what causes that "melting look" in the eyes of the one who slices it.

The strong point of a billy goat is his butter; however, but few people like to take it for a spread.

The strong points of a broom will be found in whichever end is being used at the time.

The duck makes a strong point of its quacks; but there are some quacks whose only strong point is their bill.

The strong point of some hens is their cackle.—If they do not lay for you, lay for them.

The strongest point of a bee, warmly presented, will make almost any one sit up and take notice.

REMARKS OF THE JUNIOR CLERK.

The man who wants the earth gets a lot of mud thrown at him.

* * *

If a man is willing to admit it when he is wrong he is all right.

* * *

Some men never brace up because they take too many bracers.

* * *

If you want your self-confidence to help you much you must get other people to share it.

* * *

Do you remember how your plans went up in smoke when you started out to set the world on fire?

* * *

Sporting men should remember they can't get all the exercise they need by reading the sporting page.

* * *

Occasionally the office boy attends the wrong funeral—that of the home team instead of the visiting team.

New Hardware Goods

PEERLESS HEATER ASSORTMENT.

The Chicago Flexible Shaft Co., Chicago, Ill., are offering the trade the Peerless assortment here illustrated. The assortment contains two each of three numbers of Clark heaters. It also contains six dozen Clark carbon bricks.



The manufacturers advise that they supply gratis with each assortment an attractive and complete line of show cards, hangers, etc. The heaters contained in the assortment are claimed to be practical devices for use in automobiles, wagons, sleighs, cutters, etc., and to be good sellers in cold weather.

ELY'S RAT TRAP.

Ely's safe and easy setting rat trap here illustrated is being offered to the trade by the Theo. J. Ely Mfg. Co., Erie, Pa. It is claimed that a child can set the trap with the foot absolutely without danger of injury to the operator. When closed the trap is set. Lift the foot and the trap is ready for business. The wooden parts are finished in oil or dark red stain as desired. Wire parts are coppered. Size of base, 5 x 3¼ inches; upright, 6 x 3¼. The traps are packed one dozen in a crate, six crates in a case. Shipping weight, 100 lbs. per gross.



AUTOGRAPHIC REGISTER SYSTEMS.

The Autographic Register Co. of Canada, Ltd., Montreal, Que., are offering the trade their systems for handling cash sales so as to protect the customer, the clerk and the proprietor, also for handling shipments, either local or out of town, for invoice and delivery and other time and money saving systems. The company specialize in appliances which systemize and shorten the re-records of business transactions. The company maintains a "systems bureau," the services of which are free to any merchant wishing to secure information regarding the best system for handling his particular business.

WIRE TIGHTENER.

The accompanying illustrations show the new "Wire Tightener" that is being offered to the trade by the Luther Grinder Mfg. Co., Milwaukee, Wis. This devise, it is claimed, is very simple and efficient, and enables one man to tighten slack wires, and at the same time nail them to the post where he is doing the tightening. This, it is claimed, is a great convenience, especially at this time of the year, or in the spring, when farmers want to tighten up the slack wires on their fences. One of the accompanying illustrations shows the wire tightener in use.





SCREWS IN BLUE PAPER.

In commenting on the struggle for commercial supremacy in the Orient, George Kennan relates in The Outlook for October 9 a commercial anecdote which shows how the desires of the Chinese merchants must be catered to in order to secure business in China. He tells of a Chinese wholesale dealer who came to an American commercial agent in one of the treaty ports of China and expressed a desire to place an order for a large quantity of assorted screws. He examined samples, inquired prices, and seemed to be satisfied with both. He objected, however, to the color of the heavy paper or cardboard in which the screws were packed. It happened to be brown, and he wanted blue.

"What difference does the color make?" said the dealer, impatiently. "It's screws you're buying, not paper; and these are the best screws that are made. You'll throw the package away when you use the contents; why can't you throw away a brown package as well as a blue one?"

The Chinese, however, insisted that he must have blue paper.

"But we don't put up screws in blue paper," said the irritated agent; "nobody does. You're not going to use a screw driver on the paper; what difference does the color of it make?"

The Chinese could not, or would not, explain his preference for blue; and when the agent intimated that he could take the goods as they were or leave them, he left them, and went to a German merchant in another part of the town. There also the screws were in brown paper packages.

"Blue paper?" said the German, interrogatively, when the Chinese had explained his wants. "Certainly! I'll give them to you in any color you like; but you'll have to wait a little. We don't carry blue paper screws in stock, but I'll have them put up for you if you're not in a hurry." The Chinese said he could wait, and the order was booked.

Satisfaction is a matter of months and years and the far-reaching effect of dissatisfaction is beyond calculation in its damaging effect on a business. Satisfaction is not always a matter of price. Adaptability to requirement is an essential element in paint specialty merchandising. It is, therefore, very important that salesmen be fully informed regarding the proper uses of the goods that are sold in the paint department.

Current News of the Hardware Trade

Business Changes.

Ottawa, Ont.—J. P. Band, plumber, has been succeeded by J. P. Band & Co.

Woodville, Ont.—Dure Bros. have purchased A. Good & Co. hardware business.

Laurier, Man.—J. H. Doucette, hardware, has been succeeded by Eugene Assaully.

Saskatoon, Sask.—Elliot and Scott have been succeeded by Elliot and Donaldson.

Welland, Ont.—W. H. Burgar has sold out his electrical business to the firm of Currie and Spachmann.

Ottawa, Ont.—Western Marble and Tile Works dissolved partnership. W. Hillock continues. Style unchanged.

Cochrane, Ont.—L. A. Green & Co. have sold their heating and plumbing business here to Imber Sutton & Co., and will devote their entire time to out of town contracts. Harry Ward will continue the electrical portion of the business in the old premises, Sixth Avenue.

New Firms.

Elfros, Sask.—A large store is being erected to be opened as a hardware by Mr. Irvine.

Frank, B.C.—Alex. Morency, of Blairmore, has opened up a plumbing and tinsmithing shop on the Frank new townsite. He occupies the old stand of the Crow's Nest Hardware.

Industrial Notes.

Lethbridge, Alta.—It is reported that the Richardson Scale Co., of Passaic, N.J., will locate a factory here.

Midland, Ont.—The citizens have voted in favor of bonusing a malleable iron plant to be erected here by Edward John Vanderbloom, of Milwaukee, Wis.

Berlin, Ont.—Ground has been broken for the new plant of the Canadian Buffalo Forge Co. The building will be 116 x 210 ft.

New Denver, B.C.—The contract has been let for the construction here of powder factory for the Steelite Explosives Co., Nelson, B.C.

Sarnia, Ont.—A main factory building, about 200 x 300 feet, is already under construction for the Perfection Stove Co., the new industry located at the south end of the town.

St. Catharines, Ont.—The Lord and Burnham Co. will establish a branch factory here, costing $75,000, for the manufacture of steel greenhouses, boilers, and equipment, the city to grant a fixed assessment of $10,000 for ten years. A by-law will be voted on October 30.

Sarnia, Ont.—The new pipe line between the Imperial Oil Works in this city and the Lima oil fields in Ohio has been completed. The line is 154 miles long and constructed of six-inch pipe. The pumps have been started, and it is estimated it will require five days for the first oil to fill the pipes and reach Sarnia.

The National Forging Co., headed by Ralph Hees, of Tilbury, Ont., has taken over the plant of the Defiance Iron Works, and will operate it as a drop forging factory. The new company, capitalized at $100,000, will be granted a fixed assessment of $10,000, and will manufacture auto and carriage forgings, sockets, etc. Fifty men will be employed.

Fire Losses.

Toronto, Ont.—Victoria Paper and Twine Co. have suffered a small loss by fire.

Toronto, Ont.—Dominion Wool Stock Mills have suffered loss by fire.

Caledonia, Ont.—The Alabastine Co., Ltd., have suffered loss by fire.

Personal Notes.

Montreal, P.Q.—Wm. Berry, hardware dealer of Lachute, P.Q., paid a visit to Montreal last week.

Montreal, P.Q.—Mr. E. A. Cabana, vice-president of the Buffalo Specialty Manufacturing Company, was in Montreal last week.

Montreal, P.Q.—Mr. Franke, of the Austrian Import Company, has returned from the Maritime Provinces.

Montreal, P.Q.—Mr. Picard, manager of the British Hardware and Importing Company, sailed last week for Europe.

G. M. Edwards of Brandram-Henderson, Ltd., Montreal, was a business visitor in Toronto this week.

The death is reported of T. P. Mason, managing director of Shaw & Mason, metal workers, etc., Sydney, N.S.

John Loughrin, hardware merchant, of Mattawa, Ont., formerly legislative member for Nipissing, was severely injured recently while alighting from a train at Sturgeon Falls, Ont. Mr. Loughrin was taken to Sudbury hospital.

Montreal, P.Q.—Oscar K. Raymond, of Lane Brothers, Poughkeepsie, N.Y.; J. E. Ruby, of Cassady, Fairbank Mfg. Company, Chicago, and H. A. Allan, of Stevens, Hepner Company, Port Elgin, Ontario, were in Montreal last week.

Montreal, P.Q.—The following retailers visited Montreal recently:—J. B. Damour, Ste. Philomene, P.Q.; Arthur Laberge, Chateauguay, P.Q.; A. Ste. Armand, St. Genevie, P.Q.; A. Valois, Vaudreuil; Nap. Larose, Varcheres, P.Q.

Albert Skinner has been visiting the trade in Montreal and Toronto, representing the following Sheffield firms:—Richard W. Carr & Co., steel, file and tool manufacturers; Fox Bros., Delhi Works; Bennett Farren & Co., Ltd., Devonshire Engineering Works, makers of power hammers, lathes, shovel rolls, etc. He purposes making his headquarters in Montreal at 419 St. Urbian Street.

COMPANIES INCORPORATED.

Cadillac Motors, Ltd., with a capital stock of $50,000; head office Montreal, Que.

Cheticamp, Gypsum and Plaster Co., head office Montreal, Que., with a capital stock of $1,500,000.

The Canadian Clarenden Marble Co. with a capital stock of $50,000, with head office in the city of St. John's, Que.

Wailes Dove (Canada) Ltd., with a capital stock of $50,000; head office Montreal, Que., to manufacture and deal in enamels, paints, colors, varnishes, linseed oil, etc.

EXHIBITS AT MONTREAL RETAIL MERCHANTS' SHOW.

At the show which took place here last week under the auspices of the Retail Merchants' Association, one of the exhibits which attracted a great deal of attention was that of the Jas. Stewart Manufacturing Company, Ltd., where there was a demonstration of their "Pennant" combination range. This range will burn any kind of gas and coal or wood at the same time, if desired. The booth was in charge of Mr. Stewart and Mr. McDougall. Another booth which attracted quite a lot of interest was that of the McCaskey Account Register Company, which was in charge of Mr. W. C. Parker. It is reported that the number of sales made during the week were very satisfactory. The Gillette Safety Razor Company were also represented, having a very attractively decorated place. This was in charge of Mr. Flanagan.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Reports this week indicate little or no change in market conditions. The warm weather has slackened the demand for ammunition, stoves and a few other lines of fall goods, but has kept up the demand for paint and other lines of warm weather goods.

Hardware jobbers report trade as being very satisfactory, but cooler weather would create activity in some lines that are now moving slowly.

Quotations on metals are unchanged, and buyers are purchasing in small lots.

MONTREAL.

Montreal, October 15, 1913.—During the past week a good business has been done in general lines. A good volume of orders are reported as having been received by the wholesale, and business may be said to be steady without any outstanding features. Seasonable lines, such as snow shovels, coal scoops and scuttles, skates and hockey supplies are going out in large quantities. It might be mentioned here that an error in the quotation on regulation pucks was made in these columns a couple of weeks ago. These sell for $1.90 per dozen, and not at $1.25 as stated. All the jobbers appear to have their hands full and no complaint has been heard as to the condition of business. Of course, the volume is not what it was a year ago, but it is steadily improving and the general impression is that it will continue along this line.

As far as prices are concerned there does not seem to have been a single change in hardware since last week. Rope is noticed to be particularly steady at the present time, and the fact that orders are being accepted for delivery at present prices at any time up till next March or April would certainly give the impression that no change is expected here. At the same time the market is said to be very firm at present quotations.

In the Metal Market weakness still prevails, and slightly lower prices may be seen. In most metals it cannot be said that the lowest price is thought to have been reached, but in certain cases rises may be looked for.

Tin.—Tin at the time of writing is at the same figure as it was a week ago. The London quotation of £184-15s. holding good. During the week, however, it has been as low as £184-10s. Locally, the price is $40.00, but it is said in some quarters that a rise is imminent.

Spelter.—Although the London quotation on spelter is £20-10s. the market is anything but firm. Last week our quotation was £20, but the market at the present time is really weaker than it was then. There is not much demand for spelter and business in this line is very quiet. It is thought that lower prices will soon prevail.

Lead.—The scarceness in the lead market which was noted last week has had the effect of advancing prices. Locally, lead was selling last week at $5.65. This has now been advanced to $5.75. The demand for lead is exceedingly good, and stocks are about as low as they can be. Shipments are on the way but until their arrival another advance would not be any surprise.

Copper.—Last week the London price was £73 2s. 6d., but to-day's quotations are considerably lower at £71 10s. Stocks are said to be low, and it does not look as though the price should go down any further, although the London price has been as low as £70 10s. during the past few days. It is said that prices should be higher than at present as supplies are by no means great.

Iron.—Two weeks ago the London market quotation was 54s. 6d. This dropped to 53s. 3d. last week, and has been dropping little by little all week until at the present time the prices is 52s 1d. The market is very dull and weak and lower prices are looked for.

As far as the stove trade is concerned, while some business is being done it has not amounted to very much up to the present time. A period of colder weather is necessary before any activity will be noticed. It has been noticed that during the present fall a vast number of oil heaters have been sold. These are the logical articles for use for weather as at present when it is not cold enough to light a furnace, but when something is needed to take the chill off the house. As far as the heating trade is concerned it is stated that business is very satisfactory. A large number of furnaces have been sold, and orders are still coming in for installation in houses which are being rushed to completion before the advent of winter. Of course, building operations not being as active as was the case in the past two years the result will probably be that the volume of sales will not be as large, but in view of existing conditions trade along this line is in a most satisfactory condition. Kitchenware of all kinds including aluminumware, is moving very well and fireplace screens are good sellers just now.

TORONTO.

Toronto, Oct. 16.—The warm weather of the past week has continued the demand for summer goods, and a fair volume of business is being done.

Cooler weather, however, would be welcomed by hardware jobbers and stove manufacturers.

Since the return of warm weather there has been a slight dropping off in the demand for such lines as ammunition, guns, ash sifters, stove boards, coal hods, etc. This dropping off is only temporary, and business will again start off with a rush as soon as cooler weather sets in.

Quotations on the majority of hardware lines remain firm. Metals still show weakness.

Spring booking has commenced, and such lines as rope, twine, poultry netting, screen doors and wire, etc., are being booked in fair quantities.

Metals.

Buyers of metals have adopted a hand-to-mouth policy in buying, and it is likely that this condition will continue for some time. The general tone of the market is weak. Local quotations have not been changed during the week.

Tin is unchanged, and is in fair demand, while copper is in good demand and very erratic in the primary market.

Spelter and iron are quiet and unchanged. Lead continues in excellent demand, and prices are steady. An improvement in collections is reported. A fair volume of business is being done in small lots.

Wire, Nails, etc.

Wire nails are now being quoted at $2.25 base in Toronto; the demand is normal. Soft galvanized wire in small lots is now being quoted as follows:—No. 9 at $2.43 per 100 lbs.; No. 10 at $2.75 per 100 lbs.; No. 12 at $2.58 per

100 lbs.; No. 13 at $2.73 per 100 lbs. Coil spring wire: No. 9 at $2.48 per 100 lbs.; No. 12 at $2.68 per 100 lbs.

Barb wire remains unchanged at $2.42½ per 100 lbs. O-A. wire remains at prices shown in current market quotations.

Rope, Twine, etc.

Rope orders for immediate delivery are normal, although considerable booking is being done for spring delivery. Orders are being taken for delivery up to April 1 at present quotations, with price guaranteed in case of decline.

It is expected the present prices will continue for some time. Pure Manila is quoted at 16½ cents base; British Manila and African hemp at 12½ cents base; Sisal, 11½ cents base.

Binder twine is also being booked for next season, but prices will not be issued until February.

Cutlery, etc.

Cutlery, silver-plated ware, brass and copper specialties, etc., are moving fairly well. A large number of orders that had been booked for fall delivery are now being sent out. These orders are principally goods for the Christmas trade.

During recent years the hardware trade has been getting a large share of the Christmas trade, and in all probability efforts along this line will be greater than ever this year.

The Christmas gift trade has not been confined to cutlery, silverware, etc., alone, for a large number of firms are making good sales of such lines as coffee percolators, samovars, casseroles, ramekins, trays, bake dishes, and other lines.

It has been the experience of many of the dealers that they can readily sell many of these lines if the goods are properly displayed.

Electrical Goods.

With the advent of fall weather there is a demand for electric radiators for use in heating small rooms, etc. Toasters, irons, disc stoves, fry pans, electric chafing dishes and coffee percolators are also selling rapidly.

The fall house-cleaning season has created a good demand for electric vacuum cleaners, and some dealers are working up a nice trade in these lines. There is a growing demand for electrical goods of all kinds, and, as prices have reached a reasonable stage, the public are buying liberally.

Quite a number of hardware firms are now stocking electric lighting fixtures, and in several instances have fitted up special show rooms for displaying electrical goods.

The Stove Trade.

A slight cessation in business is reported on account of the return of warm weather, but nevertheless business is good and the demand is heavy.

The last week in September and the first week in October were excellent weeks for stove sales, and quite a number of retailers broke previous records.

Ranges have been in heavy demand. Base burners have also sold in good numbers. In the natural gas districts there has been a good demand for natural gas heaters.

Coal oil heaters have also been selling rapidly, and the popularity of this class of stove as a small and handy heater is growing.

Despite the fact that building operations have been curtailed in some districts, there is a very good demand for furnaces.

Enamelware, tinware, aluminumware are in good demand, and prices remain as shown in current market quotations.

Builders' Hardware.

With the near completion of many new buildings there is a good demand for finishing hardware, particularly the better grades. Several new designs have been placed on the market.

EARLY CHRISTMAS SELLING.

"There is a lot of good sense in that article in last week's Hardware and Metal with reference to getting after the Christmas trade," stated a Chatham, Ont., hardwareman. "To my mind, early Christmas selling on the part of the merchant is the key to early Christmas buying on the part of the customer.

"We find that it pays to go right after the Christmas trade, and make an early start. The trouble is that a lot of people who sell are built just the same as a lot of people who buy, they just put off till the last minute, and then when the Christmas rush actually sets in, they are not ready for it. As a result, they lose a lot of business which they might as well pick up.

"My idea is that you have to get a man thinking about buying quite a while before it's time for him to actually make his purchases. For instance, I've often kept hammering at a man for several years before I could land a $40 paint order. And, on a lesser scale, it's just the same with the Christmas trade. If you start in early to talk Christmas, and get the public to thinking about it well ahead of time, they'll buy more or they'll buy earlier—or both. I find from my experience that you can start the trade coming anywhere from a week to ten days earlier by means of Christmas advertising and Christmas window displays. Then, I find that people who buy early often think of someone else whom they wish to remember, after they have made their first list of purchases. That means a bigger business for me, and better satisfaction for the people who deal with me."

BURGLARIES 20 YEARS APART.

In the October 4 issue of Hardware and Metal under the regular heading of "Twenty Years Ago in the Hardware Trade," an item appeared stating that the hardware store of D. Cinnamon had been visited by burglars and a number of revolvers and razors carried off. By a strange coincidence, his store was again visited by burglars on almost the same date of the month only 20 years later, as explained in his letter to Hardware and Metal as follows:—

Hardware and Metal,
Toronto, Can.

Gentlemen:—

"On Thursday night, October 2, our store was visited by burglars who secured about $8.00 in change out of till and about $15.00 in silver out of the safe, besides some valuable papers, securities, notes, etc. The safe was not locked, the handle simply being turned to keep door shut in case of fire. However, the burglars did not know this as a rifle barrel was badly bent by them in trying to pry open the door of the safe. Not being able to open the door on the small steel compartment where the money and papers were kept, they simply pried and broke this from the safe and carried it away. This steel compartment with most of the papers was found later near the G.T.R. railway tracks. Several hammers, etc., were also taken.

"But the most peculiar thing about the affair is that in your issue of Hardware and Metal of October 4, under the column 'Twenty Years Ago in the Hardware Trade,' you give an account of a burglary 20 years ago, occurring in the same month, same week, and about the same date when we were in Oshawa. One of my clerks reading Hardware and Metal Saturday night thought it referred to the recent burglary and wondered how you secured the news so soon, and when he called my attention to the item, I recalled the affair that happened 20 years ago, but which had been forgotten by me. It seems a strange coincidence that both burglaries should occur so near the same date but 20 years apart."

Yours truly,
D. Cinnamon.

Stove advertisements should be written in direct manner. Short, understandable sentences are the best. Present your proposition in business-like and forcible style.



The following items are taken from the issue of Oct. 21, 1893.

"P. Howland of H. S. Howland & Sons is on a business trip to the North-West. He will be away a couple of weeks."

Editor's Note:—Mr. Peleg Howland is President of H. S. Howland Sons & Co., Toronto, and is still to be found at his desk, every business day.

* * *

"A. B. Lee, T. B. Lee, and R. C. Fisher of Rice Lewis & Son, have returned from the World's fair where they spent about two weeks, doing some business at the same time."

Editor's Note:—T. B. Lee is now in the wholesale cutlery business at 30 Front St. E., Toronto. Mr. Fisher is general-manager of Rice, Lewis & Son, Ltd.

* * *

"The Ontario Malleable Iron Co., Oshawa, Ont., are adding a large new moulding and milling room to their plant."

Editor's Note.—The above firm are still in business in Oshawa and have grown considerably during the past 20 years.

* * *

"A disastrous fire said to have had its origin in spontaneous combustion did $5,000 damage to glass works, London, Ont."

Editor's Note.—The glass plant of the above firm was again visited by fire about four years ago when the plant was almost totally destroyed. Since then a new factory has been erected and is still being operated in London.

* * *

"S. Frankel, of Frankel Bros., who has been spending the summer in Europe arrived in New York to-day. He came over on the Lloyd steamer Harvell and reports having had a good trip."

Editor's Note.—Mr. Frankel is still associated with the firm of Frankel Bros. in Toronto.

* * *

"The annual meeting of the Brass Manufacturers' Association was held in Toronto this week. Nearly all the leading manufacturers were present. The principal business was the consideration of the fixed prices and the tariff changes. Robt. Mitchell, Montreal, was elected president; Jas. Morrison, Toronto, vice-president; A. W. Glassford, Montreal, secretary."

"Alexander Miller, Toronto, manufacturer of hammocks, died this week the result of an accident last spring. His six sons are well and favorably known to the hardware trade. The eldest is now senior partner of Miller, Morse & Co., wholesale hardware, Winnipeg. The others, with the exception of Coleman, who is a traveller for Samuel Benjamin & Co., are in the States."

Editor's Note:—Coleman Miller is still on the travelling staff of M. & L. Samuel, Benjamin & Co.

* * *

"J. H. Lyons, travelling representative of M. & L. Samuel Benjamin & Co., left on his Western trip this week. Jake will visit Chicago taking in the World's fair before returning home."

Editor's Note.—Mr. Lyons is still on the travelling staff of M. & L. Samuel Benjamin & Co.

HARDWARE LETTER BOX



Second-Hand Radiators.

R. McVittie, Southampton, Ont.—"Please tell me through your paper where I can purchase second-hand hot water radiators."

Fred Armstrong Co., 277 Queen Street W., Toronto.—Ed.

King Washers.

D. H. McCay, Kingsville, Ont.—"Can you give us any information as to where the King Washer is made?"

This washer was made by the Clements Mfg. Co., Guelph, Ont., several years ago, but has since been discontinued. The firm is now out of business.—Ed.

Gypsum Plaster.

Jas. MacKay & Co., Ingersoll, Ont.—"Could you supply us with the address of manufacturers of Gypsum Plaster?"

Toronto Plaster Co., King Street W., Toronto; Crown Gypsum Co., Lythmore, Ont.; Alex. Bremner & Co., Montreal, Que.—Ed.

Folding Bath Tubs.

Frank A. Child, Cochrane, Ont.—"Would you kindly advise me what firm manufacturers a folding bath tub?"

Folding Bath Tub Co., Gananoque, Ont.—Ed.

Waste Paper.

R. T. Hollman, Ltd., Summerside, P.E.I.—"Please advise me of any firms who buy waste paper, etc."

Imperial Waste & Metal Co., 9 Queen Street, Montreal; Factory Waste & Metal Co., Montreal; North American Paper Co., 332 William Street, Montreal; Canadian Rag & Metal Co., Montreal; J. R. Waldon & Co., 35 Common Street, Montreal; E. Pullan, Adelaide & Maude Streets, Toronto; The Levis, 100 John Street, Toronto; Western Rag & Metal Co., 442 King Street E., Toronto; J. Mudrick, 129 George Street, Toronto. —Ed.

Potato Peelers.

S. & G. Penfold, Guelph, Ont.—"Kindly tell us where we can purchase a machine that will peel potatoes."

Geo. H. Sparrow & Co., Church Street, Toronto; Jno. Burns & Co., Montreal, Que.—Ed.

Standard Hardware Catalogue.

Sumner Co., Moncton, N.B.—"Can you tell us if there are publishers who issue a standard hardware catalogue?"

Not that we have any record of.—Ed.

Pearson Ventilator.

The Smith Hardware Co., Belleville, Ont.—"Could you give us the name of the maker of the Pearson Rotary Ventilator?"

Geo. D. Pearson & Co., Montreal.—Ed.

CATALOGUES AND BOOKLETS.

E. T. Wright Co., Ltd., Catalogue.

The No. 19, section A, general illustrated catalogue and price list of E. T. Wright Co., Hamilton, Ont., has just been issued. The catalogue consists of 416 pages, and shows, among other lines, bird cages, lanterns, pressed, pieced and japanned tinwares, galvanized wares, oilers, tinners' and roofers' materials, stove pipe and elbows, hardware and kitchen specialties, etc. In arranging the catalogue the firm have endeavored to make it a compilation of information that will prove valuable for both buyers and sellers of their lines. Any dealer who desires a copy and has not already received one can secure same on request.

Hoods, Ltd., Catalogue.

Hoods, Ltd., International Exchange, Birmingham, England, have issued export list No. 147, Canadian edition of enameled ware and aluminum goods.

The booklet contains 40 pages, and illustrations of all lines are shown, together with approximate measurements, weights and capacities. Quotations are shown in Canadian currency. Frank D. C. Richards, Room 42, Lombard Building, Toronto, is the Canadian representative of the company.

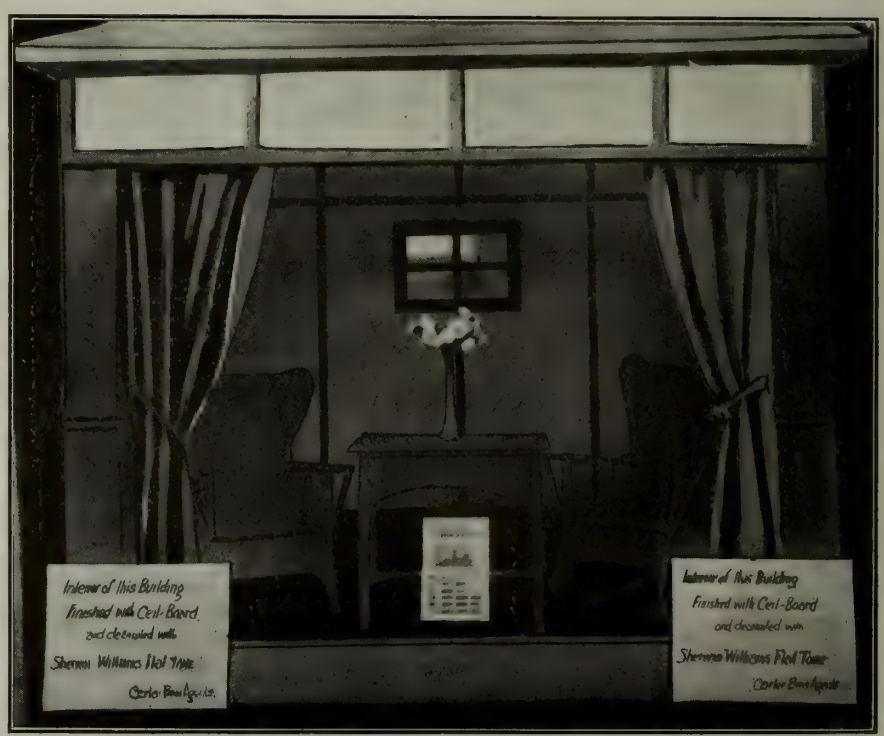
Methods of Retailing Paints and Varnishes

Exhibiting Paint at the County Fair

How Carter Bros., of Picton, Exhibited Painting Materials—Same Exhibit Can be Used Year After Year—Good Results Have Been Obtained.

One of the many methods of publicity adopted by hardware merchants during recent years for pushing the sale of painting materials is that of exhibiting at the fall fairs. This method of advertising is conceded by merchants who have tried the plan to be very effective.

The fall fairs usually take place at a season of the year when many people are interested in the subject of painting and their minds are in a receptive mood for suggestions as to how they might protect from the weather, and also improve the appearance of their home by using paint. Considerable interior work is also undertaken at this season of the year and this opens a large field for the sale of interior finishes. The accompanying illustration shows the exhibit of Carter Bros., Picton, Ont., at the county fair recently held in that town. The exhibit was in the form of a cottage roof building covered with roofing. The exterior of the building was painted with moss green paint trimmed with a cream color. The interior was finished with wall board and panelled. The interior side walls and ceiling were painted with flat wall finish, the side walls being painted a rich maroon color and the ceiling with old gold. The panel strips and base board were finished in golden oak, and the floor with light oak floor finish. Several pretty pictures were hanging on the walls. A table and two chairs were placed in the centre of the room as shown in the illustration and a vase of flowers stood on the table. Two rich rugs were used on the floor and the curtains were a rich green shade. Care had been taken in the selection of all the colors used, and the whole formed a very harmonious effect. A large paint color card and two show cards were also used. No goods were shown, as the idea of the display was to feature paints and wall board. Paint sample cards and samples of the board were passed out to the many visitors at the exhibit. W. J. Carter, in writing to Hardware and Metal, stated that the exhibit proved a splendid advertisement and that several sales have been made that are directly traceable to the exhibit. Another good feature is the fact that the building is permanent and next year the exterior and interior can be repainted with a complete change of colors. The exhibit was indeed a creditable one and although it required considerable time and effort the firm feel that they have been amply repaid and it is their intention to repeat the exhibit from year to year. Exhibits of this kind are to be commended for they enable prospective purchasers to see the exact results which may be obtained by using various kinds of painting materials. Exterior paint, interior wall finish, floor finish, and stain for the woodwork and panel strips are all shown in the one exhibit, and although a customer may not at the time be interested in the outside paint he might be extremely interested in some of the interior finishes. Carter Bros. also used color cards judiciously and distributed them to visitors who appeared interested in the subject of painting.



Carter Bros.' exhibit at the County Fair, Picton, Ont.

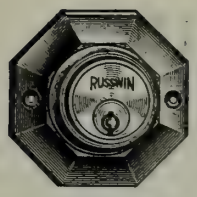
Catalogues and Booklets

Sporting Goods Catalogue.

A. E. Bregent, 192 St. Catherine Street, Montreal, has issued an 82 page catalogue featuring firearms and winter sporting goods. The catalogue is attractively gotten up and contains illustrations and descriptions of a large range of guns, rifles, loading tools, ammunition, hunters' equipment and clothing, game supplies, skates, etc. One page is devoted to hunting rules for the province of Quebec.

Metal Specialties.

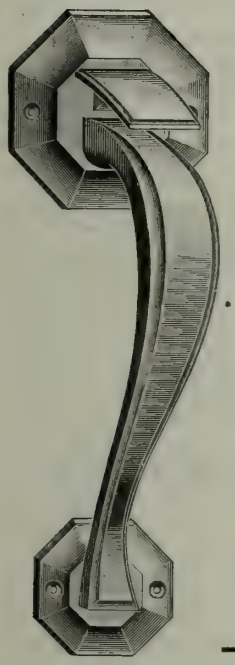
F. H. Noble & Co., 59th and Wallace Streets, Chicago, Ill., have issued catalogue M, in which they feature metal specialties for advertisers. The catalogue contains stock designs of many lines of metal specialties for which the firm have the hubs and trimming dies. Copies of the catalogue will be mailed to dealers on request.



Every Hardware Dealer Should Have Our

Builder's Hardware Catalogue

It fully illustrates and describes a high-class line of Builder's Hardware that is more in demand every day. A stock of this Hardware will enable you to cater to a better class of trade. Our price to you allows you to sell at a reasonable price and still allow you a good margin for profit.



We are Western Agents for the well known line of

RUSSWIN HARDWARE

A satisfied customer is your best advertisement. Show Russwin Hardware to your customers, it will satisfy them, and your customers will learn to rely on your judgment, and their subsequent business will be yours. Write to-day for catalogue. Send us a trial order—this will convince you of the high quality and real value of the Russwin line.

The Winnipeg Paint and Glass Company, Ltd.

"Everything for a Building"

WINNIPEG

Edmonton Paint and Glass Co., Ltd.
EDMONTON

Calgary Paint and Glass Co., Ltd.
CALGARY

The Best Varnish Known Is Named for a Stone

"Liquid Granite," our unequalled floor varnish, bears a name that will express its wonderful durability.

"Granite" suggests permanence, hardness, resistance to wear. "Liquid Granite" has these qualities—and elasticity besides. You can dent it—but even a hammer will not mar its lustre.

For 30 years this splendid floor varnish has been the standard with contractors who build for permanence.

In houses built almost a generation ago you can find "Liquid Granite" on floors and stairs, still durable, still giving satisfaction. We have hundreds of letters to prove this statement.

Isn't this the kind of varnish you want to use and recommend?

BERRY BROTHERS VARNISHES

Here are three Berry Brothers' products for builders' use:—

Luxeberry Wood Finish—For the finest rubbed or polished finish on interior woodwork.
Luxeberry White Enamel—For white interior finishing. A white enamel that stays white.
Luxeberry Spar Varnish—For all kinds of exposed outdoor finishing. Never turns white, checks nor cracks.

Sell Berry Brothers' Varnishes and insure your customers satisfaction.

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

World's Largest Varnish Makers.

Established 1858.

Weekly Market Report -- Paints

MONTREAL.

Montreal, Oct. 15.—Although at this time of year manufacturers naturally expect that sales will drop off to some extent, nothing of this nature can be said to have taken place this year up to the present time. Possibly this may be accounted for by the fact that some dealers, fearing that business would not be so good this fall, have withheld their orders, or have not ordered as freely as they might have done. However, the fact remains that business is far from being poor, and orders continue to come in. As a matter of fact it is not expected that fall business for this year will show much increase over last year, but at the same time manufacturers, in view of conditions, are well pleased with the business being done. Collections all over the country have shown an improvement during the past week, and the tone of business is generally excellent.

Linseed Oil.—Quotations on Linseed Oil still vary to some extent. The ruling quotations being 57c for raw and 60c for boiled, in barrel lots. The price is firm at this figure, and while there is no reason to expect any cheaper price, it is not thought that oil will be higher to any marked extent in the near future. The demand at the present time is not as large as it was twelve months ago, while the crop this year has been exceptionally large. Stocks on hand here are said to be moderately large.

Turpentine.—Turpentine is stronger again this week than it was last. Two weeks ago turpentine could be obtained as low as 55c. Last week it was up to 58c and at the present time 59c is the price and it is firm at that figure. The demand is good.

White Lead.—No change is noted in the white lead market and quotations still remain at $8.25. It is not thought that there is any likelihood of an immediate change.

Varnishes.—A large amount of business is reported here especially for interior varnishes. A large number of people are busy fixing up their houses before the advent of cold weather, and a good business is being done in this line as well as in crack fillers and floor waxes.

Glass.—Although the amount of glass being sold is not anything like it was a year ago, a fair business is being done. The tightness of money has prevented the continuance of building operations to a large extent, but the natural growth of the country cannot be stopped, and the amount of business done in this line is by no means disappointing. Prices remain firm.

Putty.—There is a good demand for Putty, and quotations remain unchanged at $2.30 in casks; $2.50 in drums and $2.80 in bladders.

TORONTO.

Toronto, Oct. 16.—The favorable weather of the past two weeks has caused great activity in the paint business, and a large volume of trade is passing. Particularly in the smaller towns and cities business has been exceptionally brisk. Repeat orders are numerous and of good size. Manufacturers are busy, and travellers expect that trade will continue brisk for some time. Business up to date has been very satisfactory, and no complaints have been heard from the paint trade. Ready mixed paints are in heavy demand, as are varnishes and wall colors. The approach of fall has stimulated the demand for glass and putty. Quotations remain unchanged.

White Lead.

Orders for white lead are being booked for delivery up to December 15. The lead market appears firm, and Toronto quotations are still $8.20 per 100 lbs. in ton lots, and $8.40 per 100 lbs. in less than ton lots. The general opinion is that lead will remain firm for some time.

Linseed Oil.

No change has been reported in the price of linseed oil. There has been a good crop of flax seed, and this has had a tendency to hold the price. Toronto quotations are 60 cents per Imperial gallon in single barrels for raw linseed oil, and 63 cents per Imperial gallon for boiled linseed oil in single barrels, with the usual quantity reductions. There is a feeling among some dealers that oil will decline slightly before long.

Turpentine.

Firmness is shown in the South, and a slight advance has taken place. Toronto quotations have not been affected, although a slight advance here would not be unexpected. Quotations at present range from 59 to 60 cents per Imperial gallon in single barrels.

Glass, Putty, etc.

The approach of fall has caused a good demand for glass and putty; quotations remain unchanged. Glass is quoted at 15 per cent. discount. Standard putty in casks, $2.50 per 100 lbs.; 100 lb. drums, $2.70; bladders, $3.00 per 100 lbs.

Paints and Varnishes.

The good weather has helped to increase the sale of ready mixed paints in a marked degree, and as long as the weather remains favorable the demand will keep up. A large amount of exterior painting has been done this fall. Floor and wall paints are in excellent demand, and such specialties as stove pipes, enamel and aluminum paints are selling rapidly.

DISPLAYING PAINT BRUSHES.

The fall paint trade has opened up in earnest and paint dealers report that a large business is being done. The hardware merchants are finding a ready sale for many of the lines of paint and paint specialties that are generally used at this season of the year. At a time like the present, when the demand is heavy, some dealers and salesmen are liable to overlook the possibilities afforded by properly pushing the sale of paint and varnish brushes. In their eagerness to sell paint some salesmen are liable to overlook the brush department.

In some stores it is customary to have the stock of paint brushes in drawers which have to be opened every time a brush is shown. When brushes are hidden away in this manner sales are often missed which might otherwise be made if the brushes were on display.

Nearly every purchaser of a can of paint or varnish is a prospective purchaser of a brush, because very few people outside of the regular painter take pains to keep their paint brushes in good condition, and the result is that when they wish to paint they find it necessary to purchase a new brush.

It is strange how often people forget to ask for brushes when they purchase paint. Any paint salesman will tell you that the large majority of paint purchases will not think of the necessity of brushes and will not miss them until ready to use the paint.

With conditions as they are, it is necessary for the dealer to remind customers of the necessity of brushes and keep a display of brushes in a convenient location in the store. In the T. Eaton Co., Toronto, store you will find a large paint brush tray on top of the counter immediately in front of the paint department. The tray is divided into compartments, in which various kinds of brushes are shown. In each compartment brushes at a certain price are shown, and the price is shown by using a price card, which is attached to the compartment. The Mills Hardware Co., of Hamilton, use a similar tray for showing brushes, and Mr. Mills states that since adopting this method of displaying brushes their sales in brushes have doubled.

The brushes are always on display before the customer and the salesmen, and almost all danger of overlooking the brushes is eliminated.

EVERY BRUSH STROKE

TELLS A STORY

It stands to reason that any product that steadily advances in favor for one hundred years, must have back of it genuine and unquestionable merit.

BRANDRAM'S B. B. GENUINE WHITE LEAD

The standard for a century, is recognized today, in every quarter of the Dominion as excelling in every essential quality, every other brand of White Lead offered—and for the best of reasons—namely, that it has proved itself in actual service.

Time and again it has been shown that paint made with Brandram's B.B. Genuine will last at least twice as long as paint made with any other White Lead, hence, from every point of view, is the best purchase.

You can get White Lead that costs less in the first place than Brandram's B.B. Genuine, but it is the most expensive in the end.

WHICH DOES IT PAY TO USE?



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 50; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60. 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	26 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	9 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10		3 00
All bright, 52 sheets	3 70		4 15
Galvanized—Apollo	D. Crown		Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
22x28x60	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 05	2 92
⅜ in.	2 05	2 92
½ in.	2 56	3 40
¾ in.	2 95	4 05
1 in.	4 35	6 00
1¼ in.	5 85	8 10
1½ in.	7 00	9 65
2 in.	10 00	13 00
2½ in.	14 80	20 55
3 in.	19 40	28 90
3½ in.	24 70	33 65
4 in.	29 25	39 90

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10¼	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06¼
Tea lead	0 02¼	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 06½	0 06½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box	
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—

I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 50
XX, 14x65, 50 sheet bxs.)		

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

REVIVES & RENEWS OLD FURNITURE & WOODWORK



Lacqueret THE HOUSEHOLD — LACQUER —

It is elastic, hard drying, lustrous and easily applied. A product that brings business to the dealer's store wherever featured. Write for further details.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin Brussels Melbourne

Largest in the world and first to establish definite standards of quality

MARTIN-SENOUR PAINTS & VARNISHES

The Varnish of Certainty

Buying varnish is largely a matter of faith. Your customer either has faith in the maker or faith in your judgment as a varnish buyer.

Unlike paint, you cannot fortell what the results on the job will be by knowing that the ingredients are pure—the method of manufacture being of even greater importance than materials used.

It is therefore, a pretty good business rule to stick to the established and successful lines—those which have grown like the oak, not swiftly, but steadily and gradually.

The MARTIN-SENOUR line of Varnishes is a safe and sane purchase for the dealer. The certain satisfaction of every customer is assured when you sell "Superfine" Varnish —"The Varnish of Certainty."

Our new booklet "Good Varnishing" will interest you. Ask for a copy.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

HARDWARE AND METAL

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 3 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅝ and smaller..60 & 15
Carriage Bolts, 7-16 and up.....55
Carriage Bolts, Norway Iron ($3 list) .....55 & 15
Machine Bolts, ⅜ and less.....65 & 5
Machine Bolts, 7-16 and up.....57½
Plough Bolts .....55 & 5
Blank Bolts 57½
Bolt ends 57½
Sleigh Shoe Bolts, ⅜ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw .....70 & 10
Nuts, square, all sizes .....4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs..... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60 3 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot. Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75, F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per d. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz.... .... 2 25
Universal meat chopper, No. 1 .... 1 15
Spiders and fry pans, 50 and 5 per cent.

Star Al chopper, 5 to 32 .... 1 35 4 10
" " 100 to 103.. 1 35 2 00
Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders— 16c ft.
Shelf-lock ....
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 23c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.60	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.71	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22			2.86
24			3.12
26			3.38
28			3.64
30			3.80
32			4.16
34			5.10
36			5.40
38			5.70
40			6.00
44			7.48

(COMMON SINGLE LADDERS)

8	ft., each	$ .80
10	ft., each	1.00
12	ft., each	1.20
14	ft., each	1.54
16	ft., each	1.76
18	ft., each	1.98
20	ft., each	2.40
22	ft., each	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

EVERY DEALER SHOULD SELL

Black Diamond Roofing



It is the "Repeat Order Kind"

The quality is absolutely uniform, and we **guarantee** it so.

Black Diamond Roofing has stood the test of years and still retains its reputation as a leader.

Investigate this roofing—write for full particulars and prices.

Let us also quote prices on our high grade **Wrapping Papers.**

F. J. COX, Winnipeg—Sole Agent for West.

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws** and **High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

(PAINTERS TRESTLES).

6 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz.	7 00
Short bowl pattern, doz.	7 00
Japanned cold blast, doz.	7 50
Brass well japanned, doz.	9 25
All brass, doz.	24 00
Cold blast globes, doz.	0 50
Prism globes, doz.	1 20

LAWN HOSE.

Competition ..... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen from	0 80 3 75
Cross cut saws, per foot	0 25 0 65
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz.	1 65
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz.	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in pkge	6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ..... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap, per gross	33 00
Indian snap, per gross	27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope	0 11½
Pure Manila rope	0 16½
"British" Manila	0 12½
African hemp	0 12½
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 10¾
Lath yarn, double	0 11¼
Sisel bed cord, 48 feet, per doz.	0 72
Sisel bed cord, 60 feet, per doz.	0 90
Sisel bed cord, 72 feet, per doz.	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 20
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.	2 20
Sectional, ½ lb. each, per 100 lbs.	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 30
Sash Chain, No. 2, hd. ft.	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

		Per cent.		
Wood	F.H., bright and steel	85	10	7½
"	R.H., bright	80	10	7½
"	F.H., brass	75	10	7½
"	R.H., brass	70	10	7½
"	F.H., bronze	70	10	5
"	R.H., bronze	65	10	5
Drive screws		65	10	5
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	1 50
Eureka tinned steel, hooks, per 1,000	8 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz.	1 20
7 inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in.		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 29	
" Axe	"		0 16	
Deer Creek	"		0 10	
Weerlick	"		0 25	
" Axe	"		0 15	
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"		1 50	
Water-of-Ayr	"		0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821	1 95
Chesterman's Steel, No. 1840, 50 ft.	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE).

	Doz.
Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

VISES.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	4 80
With rim, 18x28, per doz.	5 00
With rim, 20x30, per doz.	5 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 90

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz. 12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz. .....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE"

Smooth as Silk — (COPYRIGHT) — Hard as Stone

Flat Wall Colors



"Silkstone" is a business builder—a producer of substantial profits—a giver of universal satisfaction.
"Silkstone" can be washed with castile, or any soap not containing lye, without losing any of its beauty.
It is **sanitary** and **durable.** Is more economical than distemper colors and can be used where distemper cannot.
Dries smooth as silk, hard as stone.
Send us a trial order and test its selling qualities.
Have we an agent in your town? **If not, write us for agency proposition.**



G. F. Stephens & Co., Limited, WINNIPEG, CANADA
Branch at Calgary, Alta.

JAMIESON'S

Prepared Paints

are always made with "consumer satisfaction" constantly in mind. In fact this feature of our paint-making has developed into a sort of religion with us

Consumer satisfaction is the ultimate test—Jamie been successfully passing under this test for over half a century.

R. C. JAMIESON & CO., Limited

Established 1858

Montreal — Owning and Operating P. D. Dods & Co., Limited — Vancouver

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 75.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.50
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 00

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 16
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 18
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15 6 00
Genuine, 100 lb. kegs, per cwt.	6 40 6 25
No. 1 casks, per 100 lbs.	5 90 5 75
No. 1 kegs, per 100 lbs.	6 15 6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¾	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24½
Motor Gasoline, in drums.	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	60
Linseed Oil, raw, single barrels	59	62
Linseed Oil, 3 to 5 bbls.	58	61
Linseed Oil, 6 to 9 bbls.	57	60
Linseed Oil, boiled—single bbls.	62	65
3 to 5 bbls.	61	64
6 to 9 bbls.	60	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 80	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish.	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal," cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepine varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.96 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅝ and smaller, 60; 7-16 and larger, 50; machine, ⅝ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (eual 28 Amer.)	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ
the REPORT of
MILTON HERSEY CO., Ltd.
CANADA'S MOST NOTED CHEMISTS

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., LTD.
CHEMISTS — ENGINEERS — INSPECTORS

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.
International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water** at **ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint** is **composed** of **pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO



THE LAST WORD

in varnishes—not a new production either—but one that has stood the test of time. The varnish that will please. We know that the results will be satisfactory in every case because we know what it's made of.

We will be glad to give you further particulars.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since 1842

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.
It is easily applied, dries without gloss, imparts a soft, rich yet subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

Standard Paint & Varnish Co., Limited

WINDSOR, ONTARIO

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

FALL PAINTING

is a

Worth While Idea

Because it helps to keep up business in your paint department all year round.

Maple Leaf Paints and Varnishes

are

Worth While in Your Business

Because they keep your paint department in the customers' mind the year round and when he wants paint or varnish he calls on you for the M. L. line.

M. L. PAINT and Fall Painting are two good ideas we would like to tell you more about, if you will write us for information.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

THE SHERWIN-WILLIAMS CO.

OF CANADA, LIMITED

Twice-a-month Bulletin

No. 2 Some practical and interesting knowledge from the experience of successful paint dealers No. 2

Getting Started Right

(Continued from No. 1—Hardware & Metal—Sept. 20th)

In this hurrying, jostling Twentieth Century you must spend your perfectly good money in advertising to gain the public's fickle attention.

There are different kinds of advertising, but we believe in the sane, sensible variety. And so do most merchants. In a book which he recently wrote, Mr. E. K. Owens, a S-W Agent says:—

"The consumer cannot get away from it; he reads the advertisements in the national magazines and farm papers, sees the billboards, reads your advertisements in the local paper, notices your window displays and receives personal letters and literature from the manufacturer. It's no wonder you get the business. My own experience with the line I now sell is an increase of 300 per cent. over my sales when carrying a varied and practically unknown selection of paints and varnishes."



The Sherwin-Williams Warehouses form a chain of distributing points which affords prompt and efficient delivery. With factories at Montreal and Winnipeg, S-W products are manufactured where greatest economy can be effected, in the securing of raw materials and the matter of central location and shipping facilities.

Modern business successes prove the value of advertising when handled in a conservative but continual campaign. The right sort of publicity makes the advertiser's product and trade-mark familiar to the buying public, and the customer who knows the name and trade-mark on a package is already half sold. It saves the merchant valuable time in selling, and avoids explanations; it gives his customer a name to remember, increases his volume of business and helps bring the merchant's store to the favorable attention of the public.

It's worth getting started right. A storekeeper who is continually changing in his leading lines soon finds both stock and customers in a badly demoralized condition. You can't handle a different brand of paint every year and build a successful business.

There are a few other considerations to remember: You want the brand made by a manufacturer who produces a "full line." You probably won't want to sell everything he makes, but each can on your shelf will bear the same distinguishing trade-mark, and by concentrating, you can avoid a jumbled job-lot stock, reduce your investment and make stock-keeping more pleasant.

Another thing; the shipping facilities must be convenient to you and full stocks carried so prompt shipments can be made. Nothing is more annoying to the retail merchant when he is in a hurry for goods to find his jobber or manufacturer doesn't keep a sufficient stock, but makes partial shipments of a few cans of this and a package of that—sometimes sending the article you most need—later, by express collect.

So the warehouse or factory mustn't be too far away—for freight rates quickly gobble up the profits. Also, some day when you are in a great need for a certain product, you will find it very convenient to be able to write—or even wire—and have your order shipped, complete, the same day.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS CO. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.

STERLING

Prepared Paints

Quality That Means More Business For The Dealer

Sterling Quality is the password to a **more successful paint business.**

Link yourself with this efficient, economical and durable paint and watch your business grow. You don't have to take our word for the quality of this paint. **Let us get you in touch with Sterling dealers and users.** They will tell you all about it—and you can be the sole judge of Sterling value.

Write us to-day.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

DOUGALL

Furniture and Cabinet VARNISHES

are genuine and reliable—tough—fine—and lasting.
They are safe in the shop—in the wareroom—in the freight car—safe at 98 deg.—safe at zero.
A valuable text book on Furniture Varnishes and Varnishing free. Write for one to-day.

The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

VARNISH

FORD



An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd
General Offices and Works
St. Catharines, Ontario.



Play a Steady Stroke Always

DON'T depend upon merchandise that's up to-day and down to-morrow. It is the steady, consistent seller that turns profits into the cash-drawer.

Stability in manufacture is the prelude to stability in sales. Varnish stability is emphasized in

Glidden's Green Label Varnishes
Endurance Wood Stains **White Enamels**
JAP-A-LAC
Flat Wall Finishes **Cement Coatings**

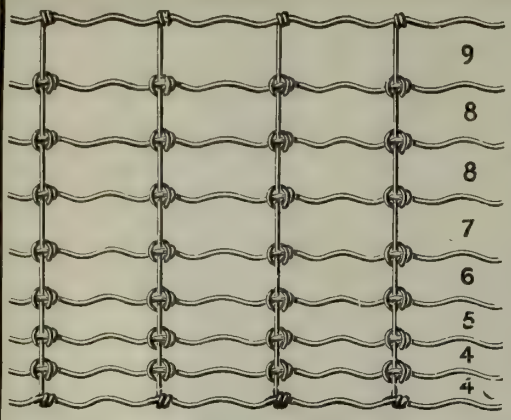
Here are half-a-dozen distinct lines, every one of which stands at the head of its class. The name Glidden has been associated with the varnish industry in the minds of your customers for half a century? Your trade is already "sold" on these varnishes. Write to-day for our interesting dealer proposition.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CLEVELAND LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MONARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

D. Peres Barrel Brand Cutlery *Quickens Sales*

Razors, Pocket Knives and Scissors bearing the "Barrel" trade mark, are of the highest prevalent quality, and are up-to-date in design and finish.

They make an immediate "hit" with all prospective buyers—and give all buyers the value for which they are looking.

Open the way to a better cutlery trade by stocking and boosting Barrel Brand now.

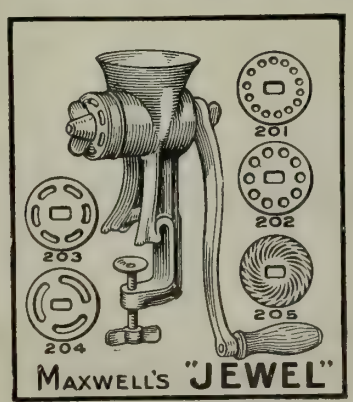
Satisfaction guaranteed. None genuine without the trade mark.



Canadian Agents:

GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine
222 Portage Ave., Winnipeg



MAXWELL'S "JEWEL" FOOD CHOPPER

is a quick-cutting, smooth-working, thoroughly reliable Canadian-made machine at a price which makes sales easy.

Made in four sizes, with full equipment of cutting plates for every class of work.

Write for Catalogue of Maxwell Food-Cutters, Washers, Churns, etc., to

DAVID MAXWELL & SONS, St. Mary's, Ont.



Be the Fellow on the Bridge

USE the Bridge to Varnish Sales. Don't try to swim the strong current alone. Be a successful Pratt & Lambert Dealer, for whom the gulf between his store and big varnish sales is spanned by the Bridge of Pratt & Lambert Varnish Selling Co-operation.

What is this co-operation, you ask?

First, real quality varnishes — the world's best known varnishes, for which an even greater demand is continually being created by the largest and most effective magazine, varnish advertising campaign.

Second, the most extensive varnish advertising campaign to painters, through the Pratt & Lambert Painters' Magazine, *Varnish Talks*, which regularly reaches nearly one hundred thousand painters in the United States and Canada. The regular painters' papers also carry Pratt & Lambert advertisements.

Third, a special campaign to *everyone* who is building, through letters and booklets. Pratt & Lambert advertisement also appear in the home building publications.

Fourth, every Pratt & Lambert Dealer is supplied with forceful window and store display features — printed matter — newspaper electros and lantern slides — everything to enable him to cash in on all this advertising, which reaches every conceivable varnish selling channel.

And these are only *some* of the more important details. *You're not getting this kind of varnish selling co-operation unless you're a Pratt & Lambert Dealer. Why not be one?*

Write For Complete Pratt & Lambert Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

Let The Utica Plier Make Money For You

Every Utica Plier you sell will talk stronger than any other article for you, because the UTICA QUALITY, UTICA FINISH are such that your customer will have confidence in you.

Get Plier wise and handle THE QUALITY LINE, for it's a live one. There are years of experience as plier specialists back of our guarantee, and our guarantee is back of every plier we manufacture.



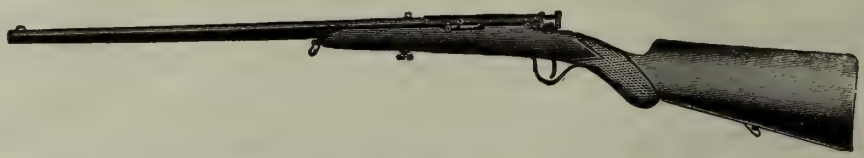
QUALITY PAYS.

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

We find it does.

UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.

The "Bayard" Auto-Cocking and Ejection Rifle is the Ideal Rifle For Everybody to Use.



It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong shooting high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

Write for our free descriptive Booklet.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

The "Success"



¶ Wherever lamps are used you can sell the "SUCCESS." *It positively is the greatest light giver on the continent.*

¶ What's more, thousands of merchants are selling it where lamps are NOT ordinarily used, *because it is not an ordinary lamp!*

¶ It will become your leader just as sure as you stock it. Write us and we'll show you photos.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road, London, Ontario.

PITTSBURGH

R. E. Davis Representative

Two Very Profitable Lines

Over 300 Dealers in Canada Now Handling Them

The efficiency, ease of operation, and low price of the

"Cadillac" Electric Vacuum Cleaner

will bring you many buyers. Total weight only eight pounds. It advertises itself in nearly every day of service—users do not hesitate to tell their friends about it.

Several models, retail prices from $25.00 to $35.00.





"Cadillac" Vacuum Cleaner and Carpet Sweeper Combined.

is adapted to every need in the home. It is efficient, powerful, easily operated and light.

Will last a lifetime—no parts to get out of order.

Produces much better results than the ordinary carpet sweeper. A number of styles, retail prices from $9.50 to $14.00.

Will be to your interest to get in touch with us.

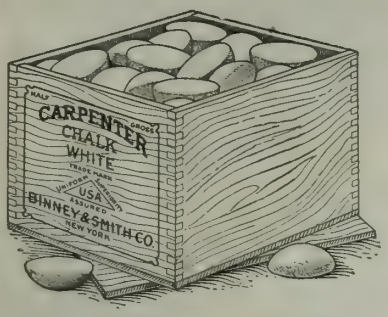
Learn all about these products.

Why not write to-day?

The CLEMENTS MFG. CO., Ltd.

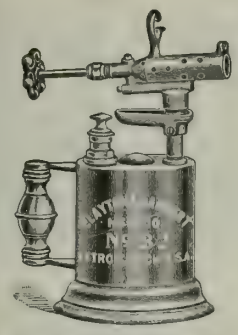
76 Duchess Street, Toronto

CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.
81-83 Fulton Stree NEW YORK



No. 32 Torch. Price each, $5.20 net.

No. 38 Torch (one size smaller). Price each, $4.55 net.

A REPUTATION FOR QUALITY

For over twenty-five years Clayton & Lambert Fire Pots and Torches have been favorably known wherever gasoline is used for fuel. They are constructed in the most up-to-date manner of the best materials, and are guaranteed to operate perfectly when directions are followed. Torch tanks are made of heavy gauge seamless drawn brass. Burners are made of special bronze generator metal, and our patented automatic brass pump, used in C. & L. tools, is unequalled for this purpose.

Your nearest jobber will supply at factory price, or we will ship direct if cash accompanies the order. Write to-day for our Booklet illustrating our complete line of Fire Pots, Torches, and Braziers. It's free and will save you dollars.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.



One of the Androck line

One Of The Most Useful And Best Selling Kitchen Conveniences On The Market

Removes scraps and grease from table and kitchenware without scratching it or soiling the fingers
Made of white rubber specially compounded to resist acids and grease, and retains its softness.
Black enamel wood handle.
One dozen on attractive display card, as shown, or one dozen in box, packed in separate envelopes, as you desire.
You will benefit by giving them a place on your notion counter.
Have you asked for your copy of catalog No. 4, just off the press?

Andrews Wire Works of Canada, Ltd.
WATFORD, ONT.

Seasonable and Saleable Specialties

Apple Pickers' Blouses or Aprons
Made of Strongest Duck



Apple Pickers' Baskets

Willow or Hickory—Medium or Large Oval—Swivel or Solid Handles

Round Baskets Now In Stock





Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:—Toronto, London, Winnipeg

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MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

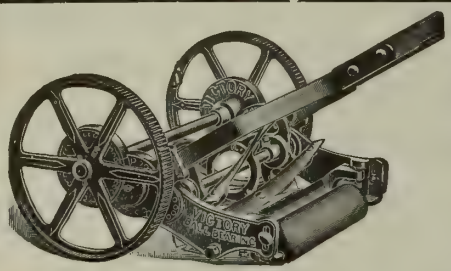
SOLD BY LEADING DEALERS EVERYWHERE OR BY



MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street, Montreal



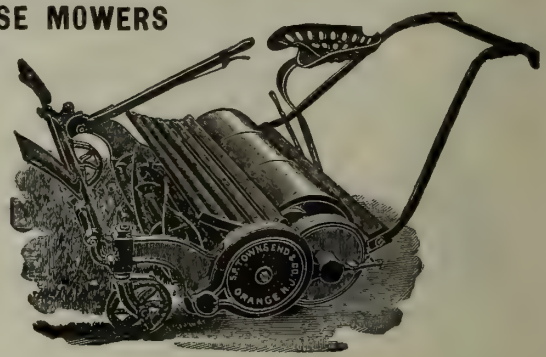


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

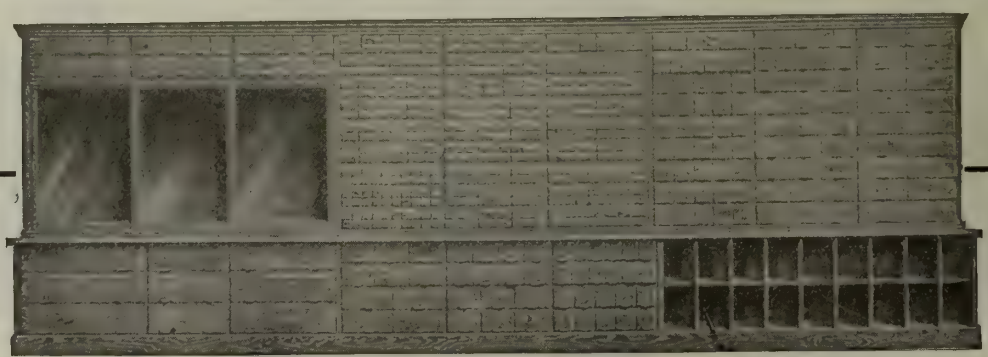
the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



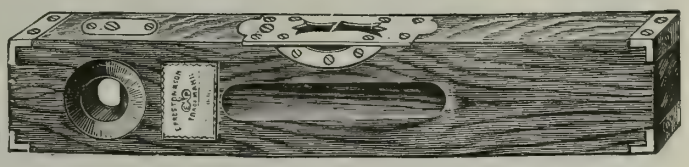
Attractive, Convenient, Durable, Reasonable in Price.

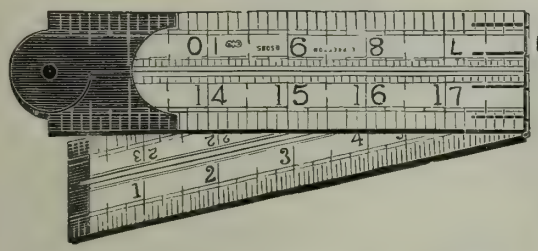
Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.



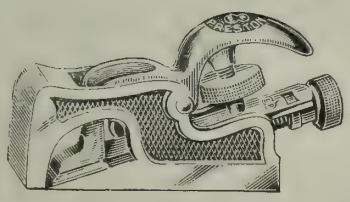


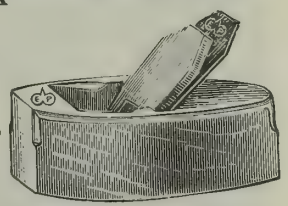
ESTAB SHED 1825.

TRADE MARK

E P

REGISTERED





Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

Patent Adjustable Bull-Nose Rabbet Plane.

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G. S. PELTON & SON, 203 St. Nicholas, Building, MONTREAL



THE LACHUTE SHUTTLE CO. LIMITED
LACHUTE HANDLE
LACHUTE MILLS, P.Q.

ALL KINDS OF

HANDLES

Lumbering Tools

Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:

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Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

J C

CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

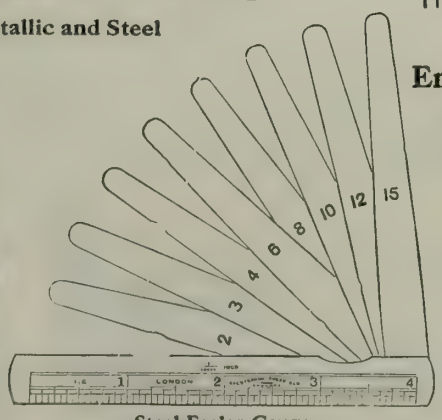


For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal

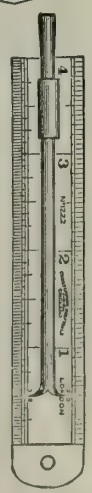
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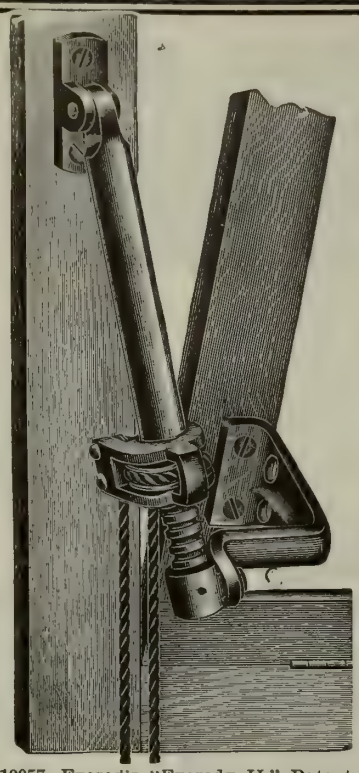
Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, etc.





10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

LTD 1809 EVERED & CO LTD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES
METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

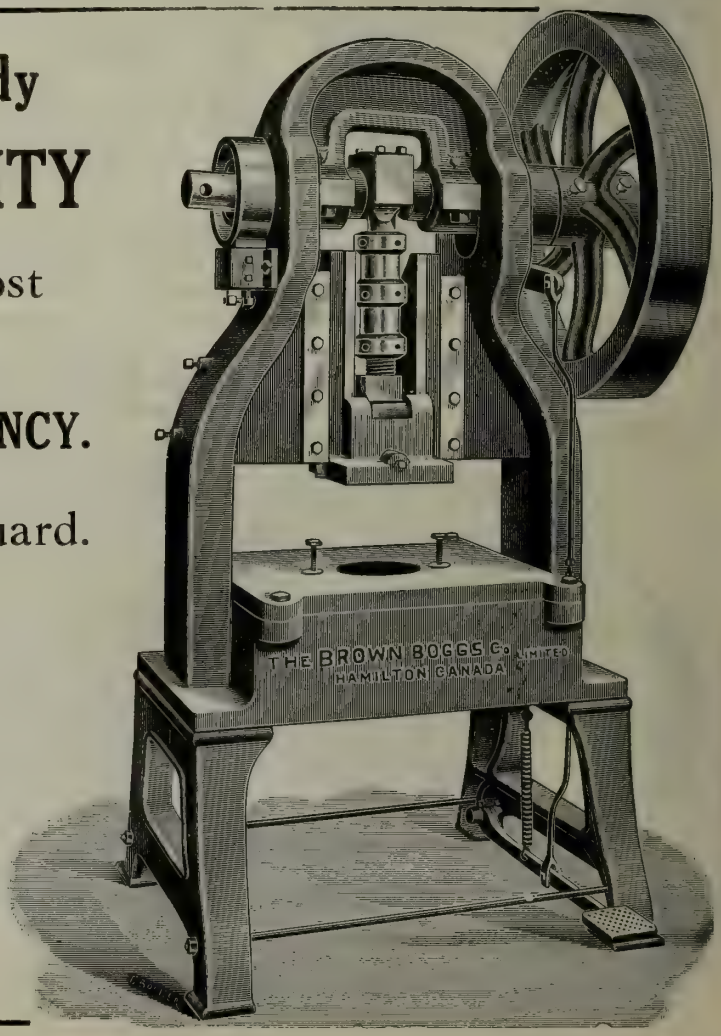
B.B. Co. Presses Embody
STRENGTH and RIGIDITY

MINIMIZING maintenance cost of both press and tools.

Every B.B. Press spells **EFFICIENCY.**

Our experience is your safeguard.

LET US QUOTE ON YOUR PRESS REQUIREMENTS.



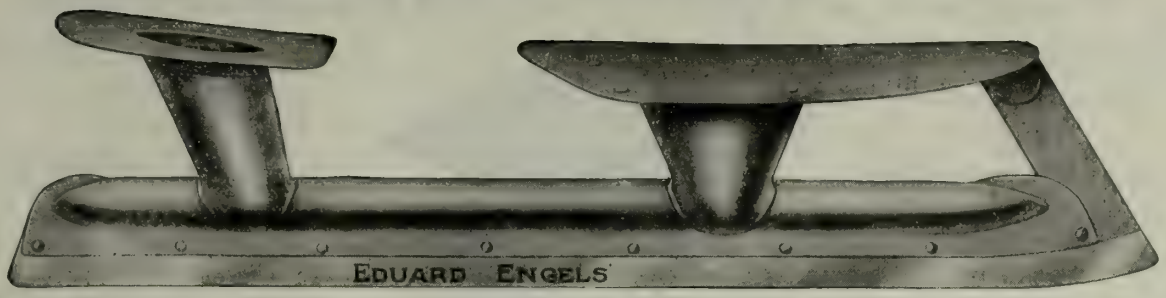
The Brown Boggs Co.

LIMITED

HAMILTON, CANADA

Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery

ENGELS SKATES



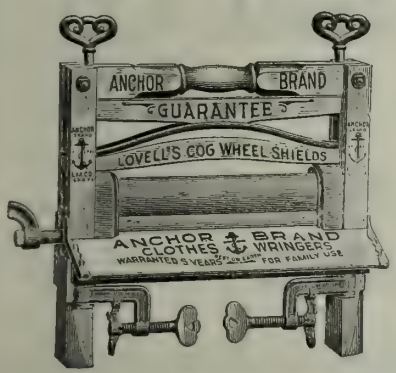
THOMAS B. LEE
30 FRONT ST. EAST,
TORONTO, CAN.

No. 1913 SWEDE

Highest

Quality, Style and Finish

THOMAS B. LEE
30 FRONT ST. EAST,
TORONTO, CAN.



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.

Erie, Pennsylvania



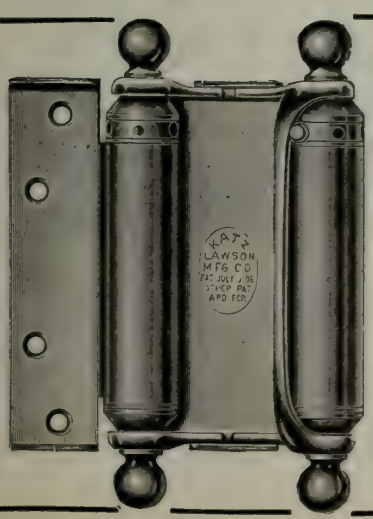
HENCKELS TWINWORKS CUTLERY

is of the quality which will build up your trade.

None genuine without this trade mark

SOLE AGENTS FOR CANADA

F. W. Lamplough & Co., Unity Bldg., Montreal



TRADE MARK

"KATZ"

Reg. U. S. Pat. Office

Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.

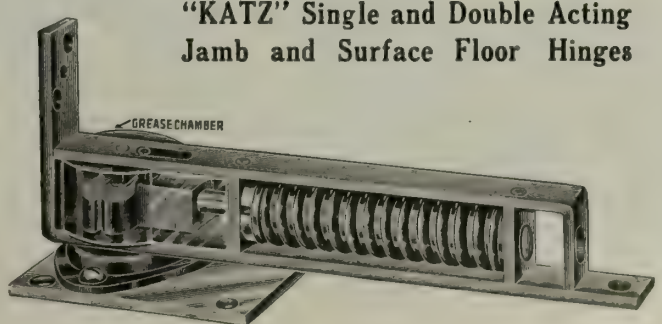
CHICAGO

215 W. Huron St.

New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

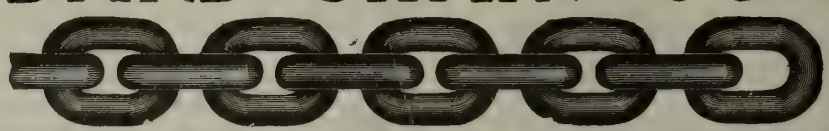
We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

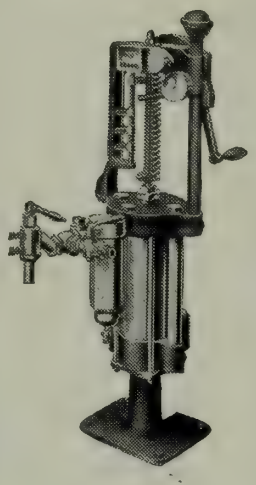
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

Something Better and Different in Self-Measuring Gasoline Pumps



It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

It will discharge 1 gallon with 4¼ turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

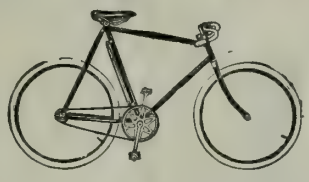
Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.

Write for Self Measuring Pump and Tank Catalog.

The Steel Trough & Machine Co.
Limited
TWEED, ONTARIO

"Flying Wheels"

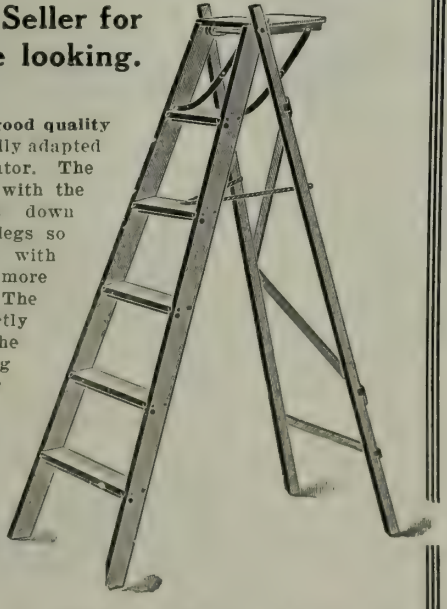


NO CYCLE will give greater satisfaction to your customers than a "Flying Wheel!" And no other cycle of equal quality will show a better profit to yourself!
OVER 20 YEARS' REPUTATION at back of "Flying Wheels," and a lifetime's experience of the building of High Grade Bicycles! Although distinctly high grade, "Flying Wheels" cost no more than cheap cycles.
Full particulars on request. Agents wanted where not appointed. A splendid opportunity!

FULWELL CYCLE CO.
COVENTRY, ENGLAND
OR
FRANK D. C. RICHARDS
LOMBARD BUILDING
70 Lombard Street TORONTO

The "Stratford" DECORATOR STEP LADDER

The Kind of Seller for which you are looking.

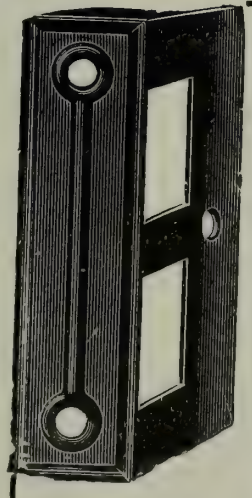


This is a well made, good quality ladder that is especially adapted to use by the Decorator. The Shelf is nearly level with the top step and folds down readily between the legs so that the Decorator with shelf takes up no more room than without. The ladder folds compactly within the width of the risers, therefore being easily carried or stored.

A rod passes under each step, assuring solidity and the rope lock is used.

Shelf is extra. Ask for catalog on ladders.

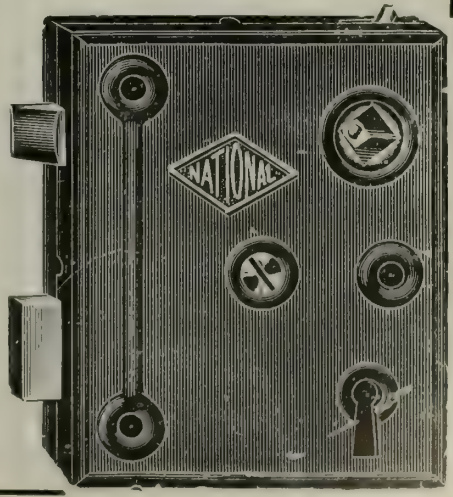
The Stratford Mfg. Co., Limited
Stratford Ontario Canada
Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.



NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

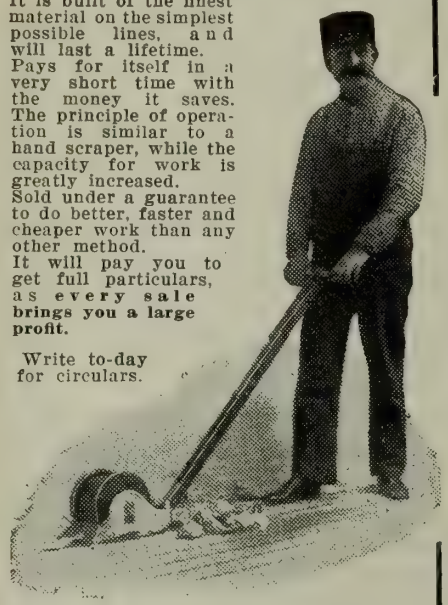
National Hardware Co., Ltd.
Orillia, Ontario, Can.

The "Little Giant" Floor Scraper

Quickly Pays For Itself

It is built of the finest material on the simplest possible lines, and will last a lifetime. Pays for itself in a very short time with the money it saves. The principle of operation is similar to a hand scraper, while the capacity for work is greatly increased. Sold under a guarantee to do better, faster and cheaper work than any other method. It will pay you to get full particulars, as **every sale brings you a large profit.**

Write to-day for circulars.



Hurley Machine Co., Limited
Toronto, Ont.
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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The International Nickel Company

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General Offices

43 EXCHANGE PLACE

NEW YORK CITY

You Wish To Become a Well Read Man, Do You Not?

Each of us can probably recall to mind among his acquaintences one or more men who appear to be so well acquainted with any subject that may be brought up for conversation that they are able to enter upon a discussion or give information upon the matter whatever it may be. They are men to whom we instinctively turn for information whenever any question crops up with which we are unacquainted and upon which we need enlightenment.

At first sight there appears no particular reason why these men should be better acquainted with any particular subject than we ourselves are. They may have had no advantage over us in the matter of education. They have probably not travelled any more than we have, and as far as we can see there is no reason why we should look to them for information on diverse subjects rather than to any other of our acquaintances.

What then is the reason for this deference we consistently show them by asking their opinions on this or that question?

Consider any case, as referred to above, which may occur to you and you will find it is because your friend or acquaintance is inveriably what we would call a "well read" man. No matter whether the subject under discussion be the past or present history, political or social of our town or any other country, whether it be of noted writers, painters, politicians, celebrities of any kind or of any country, the latest discoveries or inventions, the best opinion expressed by the foremost writers of the day or present question of most vital interest, he is able to take an intelligent interest in the conversation and to contribute his own quota to the discussion, probably expressing some view point new to his auditors.

You will doubtless admit that such a man occupies to some extent an enviable position among his fellows; and the object of this article is to show you how by the employment of a small portion of your leisure time regularly, methodically, and at practically no expense to yourself, you can also occupy this enviable position and become one of those well read men, to whom your friends will turn for information whenever they may be in need of it.

You have, of course, heard of MacLean's Magazine and have probably at some time or other seen a copy. It is a purely Canadian Magazine, and was originally called the Busy Man's Magazine, a title which explains the idea upon which it was originally founded.

The average merchant of the present day is too much occupied in his business avocation to devote a great deal of his time to literary pursuits. In many cases the daily papers form the extent and limit of his literary experience. Now, while the reading of the daily paper is practically a duty which no live merchant should neglect, the man who is ambitious of improving his mind will feel a desire for a little more than the daily or weekly magazine can give, and this is where MacLean's Magazine stands ready to give him a helping hand.

The November number is particularly interesting and a source of interesting information. It is brimful of good instructive reading, containing just that information which is most beneficial to busy Canadian business men to keep them in touch with things Canadian.

Secure a copy from your nearest stationery dealer to-day, and become acquainted with Canada's foremost magazine.
Price 20 cents a copy. Subscription $2.00 a year.

THE MACLEAN PUBLISHING CO., LIMITED.
143 University Ave., - - Toronto.

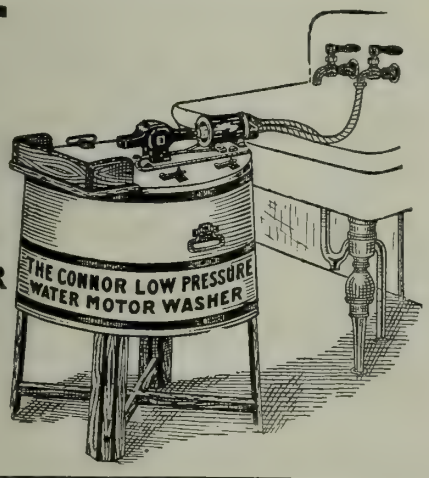
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of exceptional interest to live hardwaremen is that of the

CONNOR LOW PRESSURE Water Motor Washer

This washer lives up to its name—running efficiently on a pressure as low as 20 lbs. Women all around you are waiting for just such a washer. By getting in on this early you will secure the cream of the trade in your district.

We have a dealer proposition that will "look good" to you. Write for details.



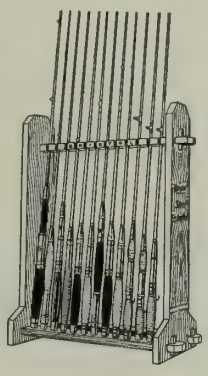
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The Rod Stand shown here is given FREE to tackle dealers with an order for twelve (12) "BRISTOL" Steel Fishing Rods. It makes a fine silent salesman for your store, as well as a handsome ornament. Write for the Rod Stand Proposition.



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The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

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JOHN OAKEY & SONS, Limited
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All Wholesale Dealers Sell Them

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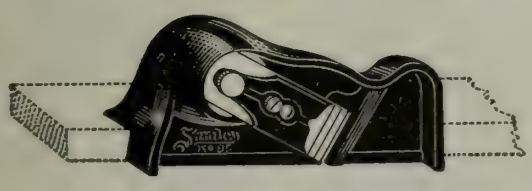
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No. 95.—6 in. long, ⅞ in. cutter. Weight 1¼ pounds. List, each $1.15.

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STANLEY EDGE TRIMMING PLANE

Designed especially for trimming or smoothing the ends of boards, such as sidings, etc., for a square or close fit. The cutter is set on a skew. Every carpenter will be interested in this unique plane.

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NEW BRITAIN, CONN. U.S.A.

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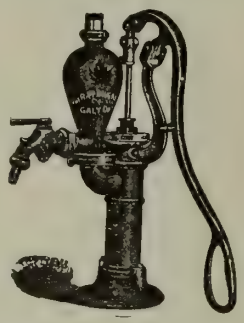
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They are metal — hand fitted valves — air-tight — strong — lasting.

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The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

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Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

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WHIPS & WHIPS
HAMILTON, CANADA.
EFFECTIVE—ECONOMIC.
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Mr. Dealer :—

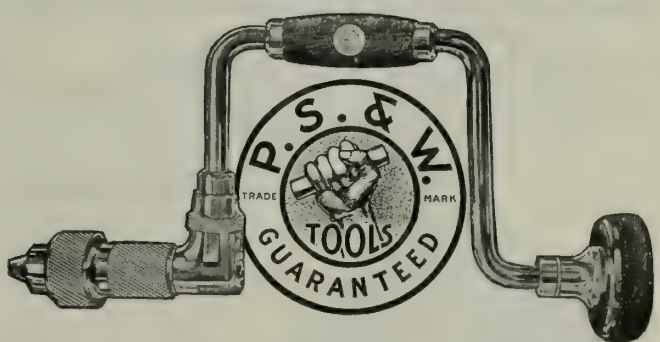
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Every Hardware Dealer Should Have this P. S. & W. Brace in Stock

ITS Ball-bearing Chuck grips any type of drill-shank like a vise, and can be tightened or released by a turn of the wrist. Forged-steel alligator jaw, steel sweep, cocobolo center and steel-capped lignum-vitæ head with dust-proof ball-bearings.

Write for catalog 12-B, describing the largest line of mechanics' hand-tools offered by any maker.

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Two Styles for Every Use.

Those Who Know

Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

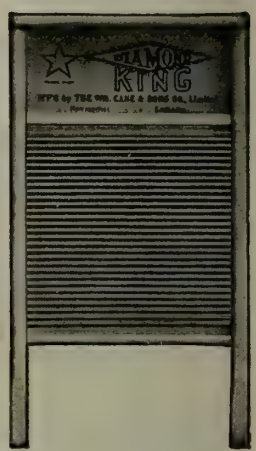
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

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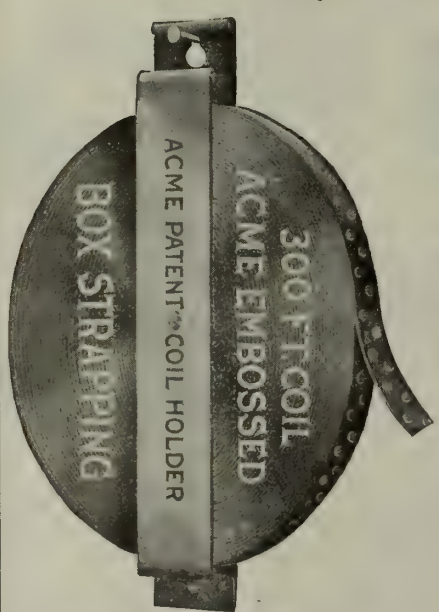
If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

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EMBOSSED BOX STRAP

THE BEST STRAP FOR ALL PURPOSES. PUT UP IN COILS OF CONVENIENT SIZE ON INDIVIDUAL COIL HOLDERS.

EASY TO APPLY. HOLDS LIKE A VISE.

ACME EMBOSSED SELLS QUICKLY AND IS A PROFITABLE ITEM OF ANY HARDWARE STOCK.

ACME BARBED BOX STRAPS MADE IN 15 DIFFERENT SIZES AND PATTERNS.

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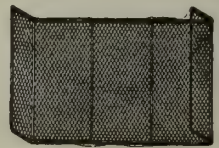
J. E. BEAUCHAMP & CO.
133 CORISTINE BLDG. - MONTREAL

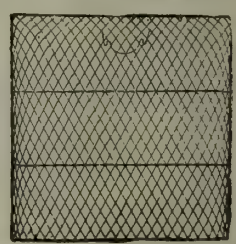
We are headquarters for

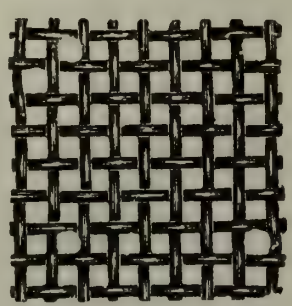
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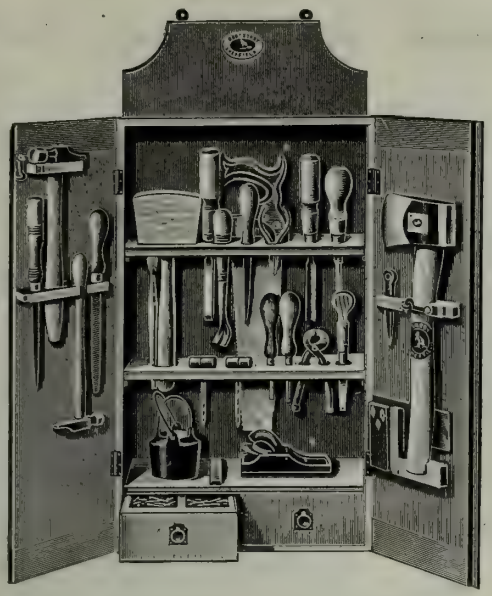
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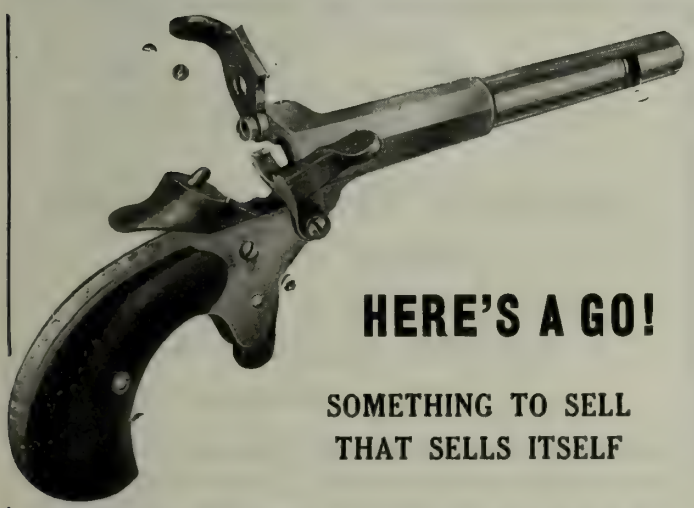
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SOMETHING TO SELL THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

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Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

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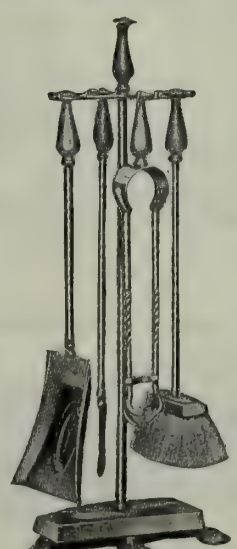
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Finish and Design our Specialty

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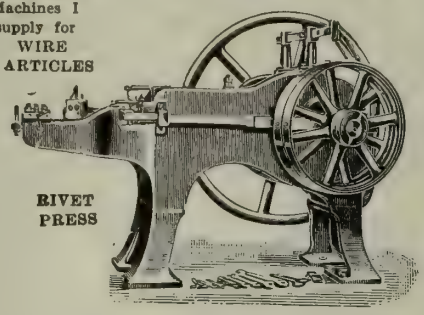
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They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

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No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**



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SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

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ARCTIC METAL

FOR COOL BEARINGS! IT'S RELIABLE

It costs money to right a wrong.

WHY NOT USE

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in your bearings and have no wrong to right.

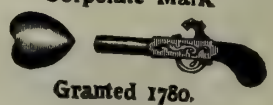
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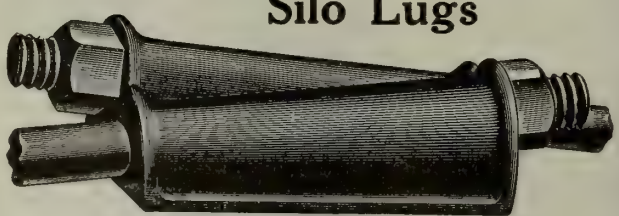
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Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

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We are the Largest Producers and Shippers in the United States.

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Are Selling Well In Canada.
Made in Birmingham, England by
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WHOLESALE CANADIAN AGENTS:

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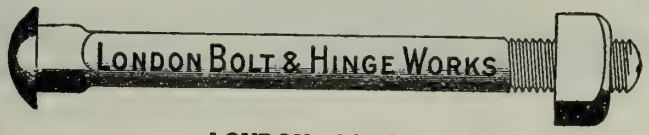
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List on application, or Representative will call.

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COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

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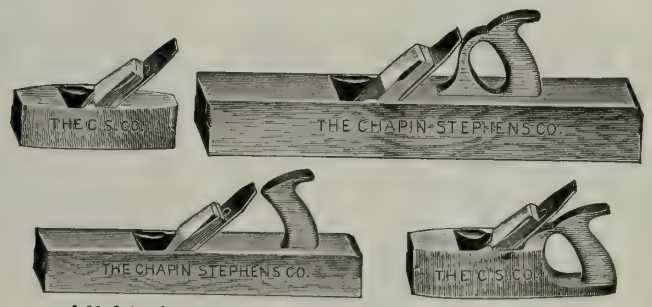
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All kinds of **WOOD Planes**

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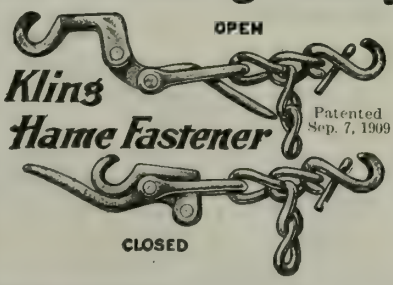
KINZINGER, BRUCE & CO.

LIMITED

NIAGARA FALLS, CANADA

Catalogue on request

No Getting Away From It!



The King Home Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

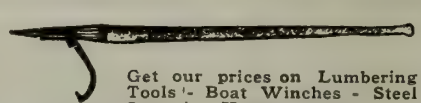
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

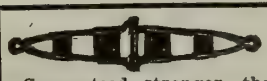
Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

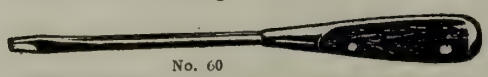
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Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED. OWEN SOUND.

CARRIAGE SPRINGS & AXLES
ANCHOR BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

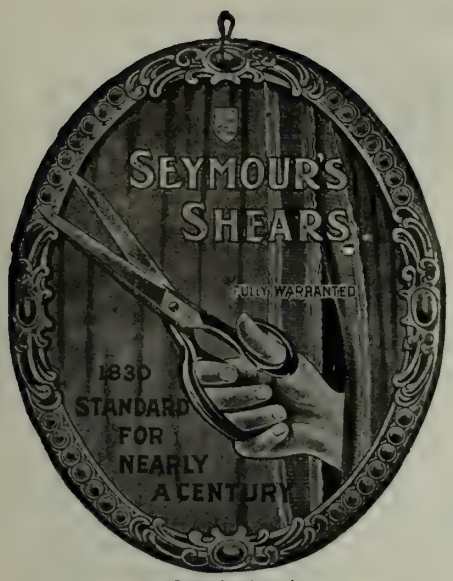

Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.


Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.

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ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
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Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

A want ad. in this paper will bring replies from all parts of Canada.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
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MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

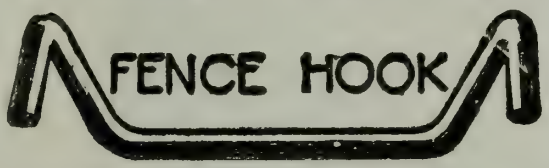
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters



Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

LONDON
HIGH GRADE

We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.

The consignments you receive from time to time are the same through and through.

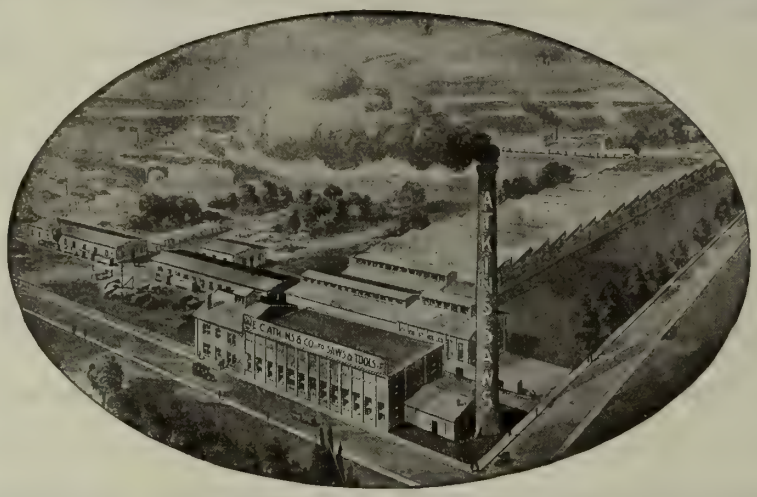
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BAR IRON

ATKINS STERLING SAWS



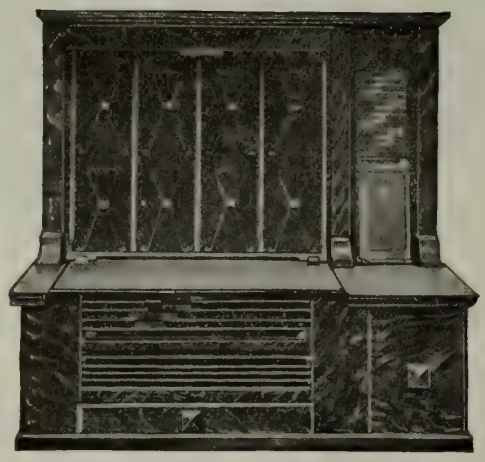
Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**



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Most Efficient and Best to Date. No Other Credit Account System on the Market to Equal it. Make us Prove it.

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The Barr Account Register is the greatest money-saver you can put into your business.
The Barr Account Register is the simplest and most quickly operated system yet produced.
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The Barr Account Register will wipe out of your business most effectively the long hours and the risks of the old bookkeeping system.

Write To-day For More Information.

BARR REGISTERS, LIMITED TRENTON ONTARIO

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

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FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—CLEAN HARDWARE STOCK of $12,000, with good annual turnover, in modern western city of 15,000 population. Important railway and jobbing centre for rich farming and stock country. Large industrial pay roll semi-monthly. Big development for city assured. Other interests demand owner's attention. Must close at once. Terms part cash, balance secured. Box 49, Hardware & Metal, Toronto.

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

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MANAGER FOR RETAIL DEPARTMENT, general hardware. Must be first-class man. Apply, stating experience and salary expected to Box 36, Hardware & Metal, Toronto. (39tf)

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SITUATIONS WANTED

WANTED—Young man with seven years' experience in hardware business desires position as traveler to represent any reliable firm in Ontario. For further particulars apply to Box 43, Hardware and Metal, Toronto. (42)

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HARDWARE AND TIN BUSINESS FOR sale. Situated in good farming country. Stock $13,000.00, splendid opportunity. Success a certainty. One opposition. Apply Box 87, Hardware and Metal, Toronto. (42)

WANTED

WANTED — HARDWARE BUSINESS AT once in good town. Stock and fixtures about $8,000. Apply Box 51, Hardware & Metal, Toronto. (43)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont (tf)

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AN OLD ESTABLISHED HARDWARE manufacturers' agent, representing Sheffield and Birmingham firms, with a wholesale hardware connection from the Atlantic to the Pacific, would like to meet a young and active agent, representing American or Canadian hardware manufacturers, and calling upon the same trade, with the object of a combination of interests. Address Box P, care of Hardware and Metal, 701 Eastern Townships Bank Building, Montreal, P.Q. (42)

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THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

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HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phrases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

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Are Good Markets for CANADA

How To Get Australasian Business

Mr. J. B. Robertson, who is a director of "Australasian Hardware & Machinery," is visiting Canada, and will be glad to give information to any firms enquiring.

"A. H. & M." is the leading trade paper of Australasia in the hardware and machinery fields, and also publishes a supplement in the engineering interests.

Mr. Robertson is an Australian who has had many years' experience of how the British manufacturers get their trade in Australia and New Zealand, and he will willingly advise manufacturers, quite without cost, how to improve or secure business.

Also published in Australasia:
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Anything You Want to Know?

Mr. Robertson is not an encyclopedia, but he has a good general idea of Australasian conditions, and will put it at your disposal.

Canadian firms must develop export trade if they are to continue to grow, and Australia and New Zealand are excellent markets very favorably disposed towards their goods, and accustomed to importing their supplies.

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405-406, Board of Trade, Toronto.

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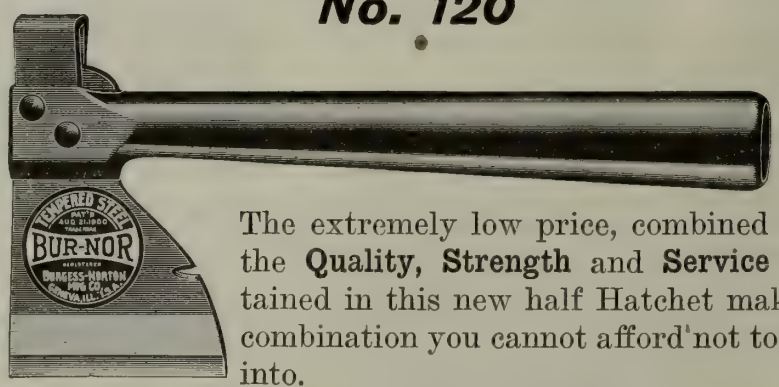
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The Reinforced handle and the oil tempered blade Insure unequalled satisfaction.

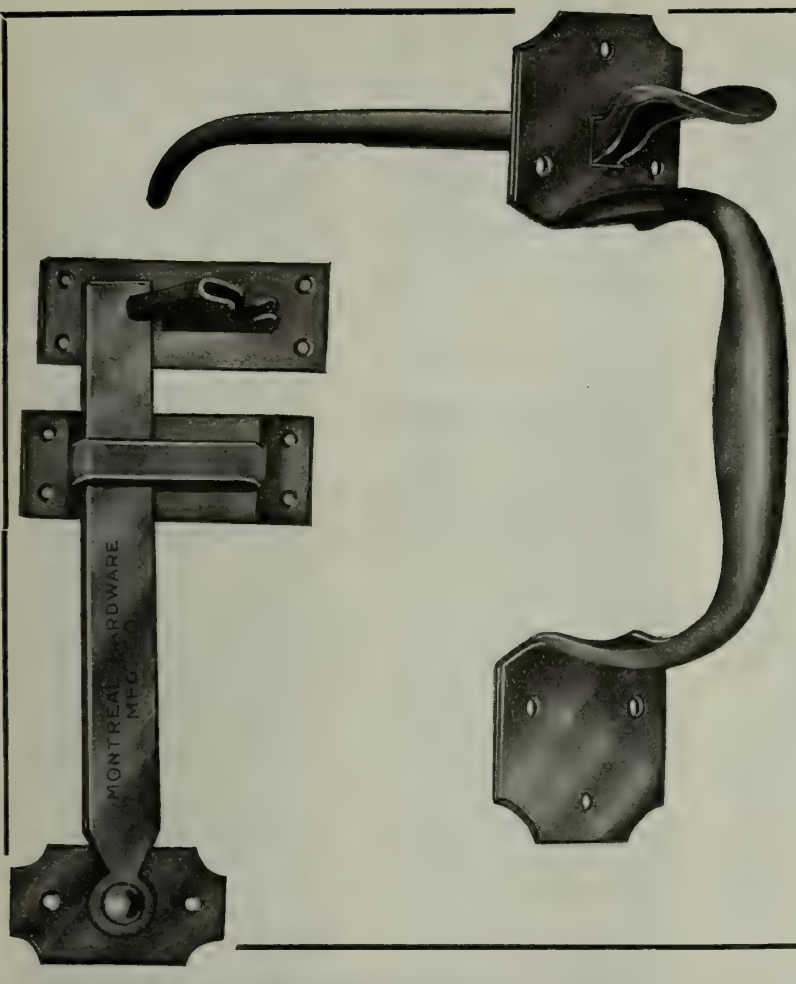
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Write for New Hatchet Folder and Price to-day.

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There is nothing like getting value for your money

and also there is nothing like giving your customers value for their money. Give them the hardware with the M.H. Brand and you can rest assured that they will be satisfied

Montreal Hardware Mfg. Co., Limited

MONTREAL

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

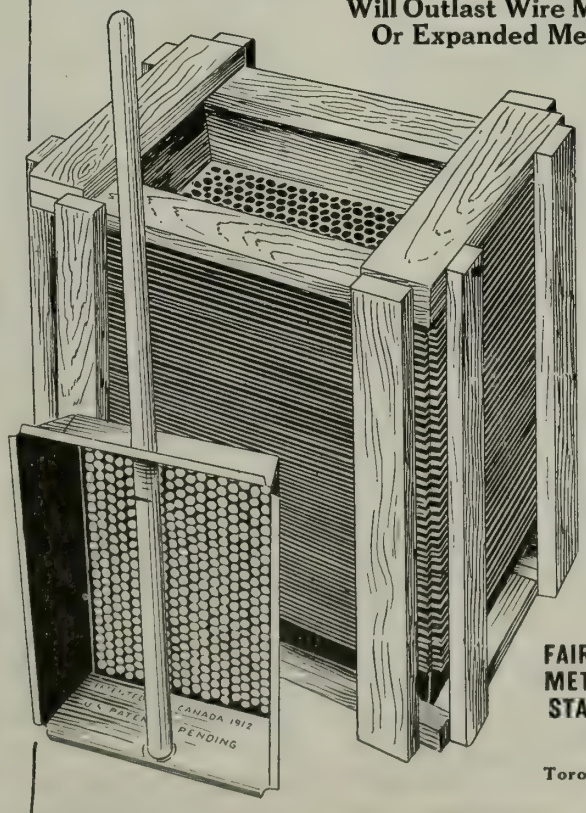
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BIG FREE CATALOGUE

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AYLMER, ONTARIO

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Will Outlast Wire Mesh Or Expanded Metal



All Metal.

One Piece.

See your Jobber.

Good Profit.

FAIRGRIEVE METAL & STAMPING CO.

Toronto, Ont.

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Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg
Kinsinger Bruce & Co., Niagara Falls.
Tallman Brass & Metal Co., Hamilton.
Brass, Sheets, Tubes and Rods.
Henderson & Richardson, Montreal.
Tallman Brass & Metal Co., Hamilton.
Torches.
Clayton & Lambert Mfg. Co., Detroit.
Bread Mixers.
Landers, Frary & Clark, New Britain.
Bread Racks.
Brantford Oven & Rack Co., Brantford.
Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.
Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Limited, Gananoque.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros, Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain
Winnipeg Paint & Glass Co., Winnipeg.
Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque, Ont.
P & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
H. S. Howland, Sons & Co., Toronto.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.
Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Burrs.
P. L. Robertson Co., Milton.
Butts.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain C.
Cowan & Britton, Ltd., Gananoque, Ont.
The Stanley Works, New Britain, Conn.
Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
Cowan & Britton, Ltd., Gananoque, Ont.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, New Britain, Conn.
Calipers.
L. S. Starrett Co., Athol, Mass.
Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.
Carpet Sweepers.
Bissell Carpet Sweeper Company, Grand Rapids, Mich.
Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.
Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.
Cash Registers.
National Cash Register Co., Toronto.
Casters.
Chicago Hdw. Fdry. Co., Chicago.
Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.
Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co., Montreal.
Chain, Trace, Logging, Halter.
Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines.
Peck, Stow & Wilcox Co., Cleveland.
Chafing Dishes.
Landers, Frary & Clark, New Britain.
Chemicals
International Color & Chemical Co., Bridgeburg.
Chemical Closets
Parker, Whyte, Ltd., Winnipeg.
Chisels.
Buck Bros., Millbury, Mass.
Goodell-Pratt Co., Greenfield.
Peck Stow & Wilcox, Cleveland.
Stanley Rule & Level Co., New Britain.
Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Maxwell, David & Sons, St. Mary's.
Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.
Clocks.
The Western Clock Co. La Salle, Ill.
Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.
Closets
Parker, Whyte, Ltd., Winnipeg.
Clothes Wringers.
Cummer-Dowswell Ltd., Hamilton, Ont
J. H. Connor & Son, Ottawa.
David Maxwell & Sons, St. Mary's.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.
Coffee Percolators.
Landers, Frary & Clark, New Britain.
Colors
A. Ramsay & Son Co., Montreal.
Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.
Cord Cutters.
Victor M. Grab Co., Chicago.
Colors
International Color & Chemical Co., Bridgeburg.
Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.
Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Ltd., Niagara Falls
Cream Separators.
Simmons Hardware Co., St. Louis.
Cross Arms.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.
Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal
Crooks, Jonathan & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
F. W. Lamplough & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.
Smith Hdw. Co., Montreal.
Dies.
Victor M. Grab Co., Chicago.
Door Bolts
Montreal Hdwe. Mfg. Co., Montreal.
Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.
Door Hangers.
Canada Steel Goods Co., Hamilton.
F. E. Myers & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont.
Door Mats.
Canada Steel Goods Co., Hamilton.
Drawer Pulls.
P. & F. Corbin, New Britain, C.
Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.
Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Dry Colors.
G. F. Stephens & Co., Winnipeg.
Dustless Dusters.
Tarbox Bros., Toronto.
Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.
Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Electric Fixtures.
The Barton-Netting Co., Ltd., Windsor
Jas. Morrison Brass Mfg. Co., Toronto.
Electric Irons
Chicago Flexible Shaft Co., Chicago.
Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.
Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.
Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.
Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Expansion Bolts.
Star Expansion Bolt Co., New York.
Fasteners, Storm Sash & Screen.
Cowan & Britton, Limited, Gananoque.
Fencing, Woven Wire.
The Steel Co. of Canada, Ltd., Hamilton.
Fillers
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia,
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
Firearms and Ammunition.
Harrington & Richardson Arms Co., Worcester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fire Escapes.
Dennis Wire & Iron Co., London.
Fire Door Fixtures.
Richard Wilcox Can. Co., London.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg, Man.
Flint Paper.
Jno. Oakey & Sons, Ltd., London, Eng.
Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, New Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.
Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.
Forgings.
Steel Co. of Canada, Ltd., Hamilton.
Furnaces, see Stoves.
Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton.
Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.
Galvanized Ware
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.
Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.
Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
Gauges.
L. S. Starrett Co., Athol, Mass.
Glass.
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
Glass, Ornamental.
Consolidated Plate Glass Co., Toronto
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Glass, Sheet and Figured
A. Ramsay & Son Co., Montreal.
Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.
Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Hinges.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Limited, Gananoque.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H. Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Limited, Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.

Hoop Iron.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans
A. Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London, Eng.

Ladders, Step.
Otterville Mfg. Co. Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees
Can. Buffalo Sled Co. Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co. New Britain.

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company, Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, R. S. H. & Co., Montreal

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co., Niles O
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert Inc., Brideburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Montreal.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives.
Simonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.)
P. & F. Corbin, New Britain, Conn.

Pumps.
Dominion Well Supply Co., Carzill.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmons Hdw. Co., St. Louis, Mo.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Registers, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto.
General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls New York.

Shears, Scissors.
E. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G F. Stephens & Co., Winnipeg.
Peck-Hamre Mfg. Co., Berlin, Wis.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
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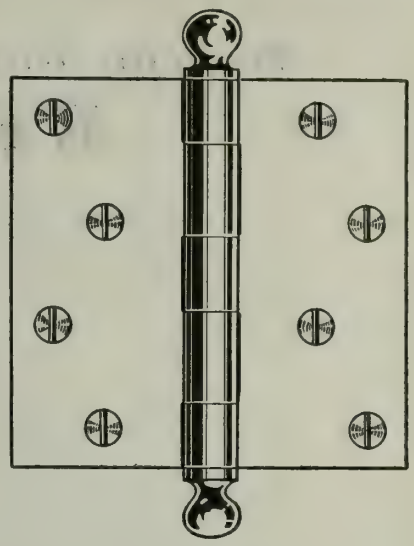
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Hamilton and Winnipeg



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It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: · "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

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"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

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FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

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SUCCESSORS TO
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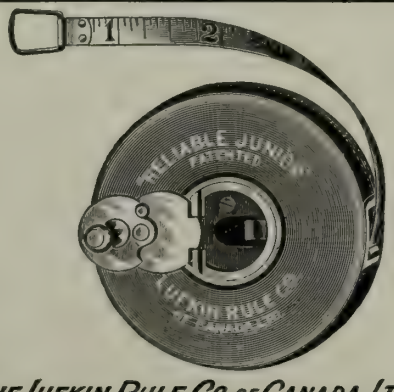
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(Made In Canada)

Dusts, Polishes and Disinfects At Same Time

The necessity of the hard, back-breaking work in dusting and polishing floors, etc., is a thing of the past.

With the **O-Cedar Polish Mop** the housewife can accomplish in a few minutes what would take her a half a day under the ordinary method.

The O-Cedar Polish Mop gathers all the dust from everywhere and holds it—it makes easy to clean those hard to get at places, such as between the banisters of the stairs, the far corner under the bed, beneath the radiator, tops of doors, tops of high furniture, closets, etc.

The O-Cedar Polish Mop gives the floor a hard, durable, lasting polish and finish. Dust can be shaken from mop when dusting is finished—and then it can be washed. Washing does not affect its efficiency.

The O-Cedar Polish Mop is advertised in the daily papers in the important cities from coast to coast in Canada, also in the Saturday Evening Post, Ladies' Home Journal, etc. Housewives in your vicinity are reading about its great advantages. **Stock a trial order.** Put in an attractive window display and you will get many buyers and a splendid profit.

Customers who try, always buy.

Ask your customers to deposit $1.50 (the price of the mop) on the condition that if after a **two-day trial** it does not prove satisfactory you will take back the mop and refund the money.

Manufactured and guaranteed by the

Channell Chemical Co.

Limited

369 Sorauren Ave., Toronto, Ont.



HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY, BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 43

October 25, 1913

Ask questions

THAT'S what our Information Bureau is for—to answer your questions. It costs us many thousand dollars a year—but the answers cost you nothing.

When your customers want to know something about concrete—when they want assistance in figuring out the proportions for a silo, or a walk or even a horse-block, and you can't supply the answer "off-hand"—just pass the query on to us—it will be answered fully and promptly.

This Information service is one of the helps that goes with the sale of

CANADA Portland CEMENT

Our interest in the sale of Canada Cement doesn't stop when the cement is sold to you. We do not consider it **sold** until your customer has mixed it properly into good concrete, and has used it in the manner that will give him the greatest profit and satisfaction.

Canada Cement is one of the best-advertised products in Canada. You can make it the **best-paying** line you handle.

And one way to do this is to call upon our Information Bureau every time a customer wants help.

Address all inquiries to

Information Bureau

Canada Cement Company Limited

Herald Building Montreal



SALES OFFICES AT

Montreal
Toronto
Winnipeg
Calgary

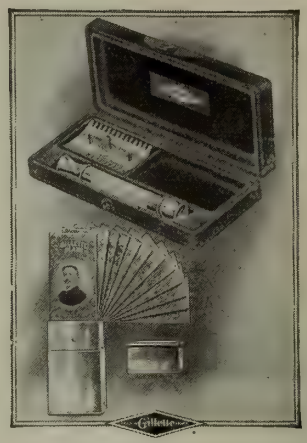
Order Cement from nearest Sales Office



No. 460—Standard Set.
Leather Case—Sells at $5.00.



No. 460B—Standard Set.
Metal Case—"Indestructible."
Sells at $5.00.



No. 505—Pocket Edition.
Leather Case—Sells at $5.00.

Show a Live Gillette Assortment and get a big slice of the Christmas sales!

Do you realize that the Gillette Safety Razor is the best Christmas specialty in your store? It is handsome—practical—known everywhere as the best—and sells at the price people want to pay. Keep it in the limelight from now to Christmas, and the returns will be more than satisfactory.

Here is an assortment that is just about right for a store of moderate size:

1—No. 460—Standard Set, Seal Grain Leather Case, Triple Silver Plated Razor. To sell at	$5.00
1—No. 460B—Standard Set, Nickel Plated Metal Case, Triple Silver Plated Razor. To sell at	5.00
1—No. 505—Pocket Edition, Black Cowhide Case, Triple Silver Plated Razor. To sell at	5.00
1—No. 00—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Seal Grain Leather Case. To sell at	7.50
1—No. 461—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Morocco Grain Leather Case. To sell at	6.50
1—No. 503—Pocket Edition, Metal Case, Triple Silver Plated Razor. To sell at	5.00
1—Carton containing 10 Sets of 12 Blades, to sell, per set, at	1.00
Or 1 Carton containing 20 Sets of 6 Blades, to sell, per set, at	.50

Don't wait till the selling season is in full swing—order your Christmas Assortment now and be ready to get ALL the business. With each assortment we will ship a supply of Sales Helps, including our new Presco Sign, Coin Mats, Colored Signs and Mailing Folders.

GILLETTE SAFETY RAZOR CO., OF CANADA, Limited

OFFICE and FACTORY—THE NEW GILLETTE BUILDING, MONTREAL



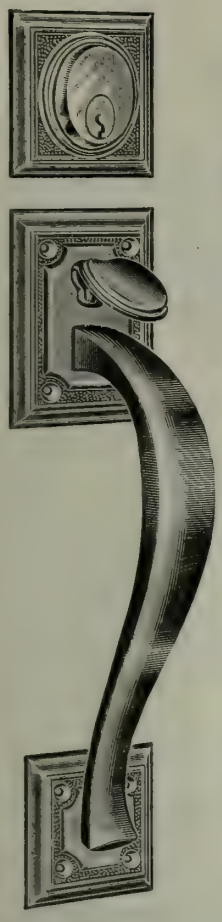
No. 00—Combination Set.
Leather Case—Sells at $7.50.



No. 461—Combination Set.
Leather Case—Sells at $6.50.



No. 503—Pocket Edition.
Metal Case—Sells at $5.00.



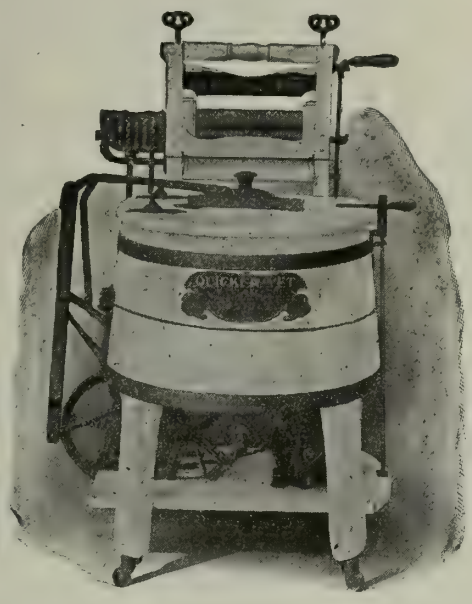
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



The Quicker Yet Electric Washer

Built for long and satisfactory service; comes ready for use, fully equipped with Guaranteed Reversible Wringer, Extension Drip Board and the best motor we can buy, and new, adjustable Dolly.

Increase your Washing Machine business by getting the agency.

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:

MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELEY & CO., Limited, Wholesale Distributors, Vancouver, B.C.



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by Lariviere Incorporee. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

THE S.M.P. Lithographed Stove Board

Latest Rug Pattern Design



Wood or Paper Lined

Manufactured in all Standard Sizes

Lithographed in three colors

Colors of background, yellow or green

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING
FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET HANDLE PUMPS
PUMP STANDS THRESHER TANK PUMPS HOUSE PUMPS
TANK PUMPS HAND and POWER SPRAY PUMPS POWER PUMPS
BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS



Fig. 1138



Fig. 722.

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

We are also Agents for MYERS BARN DOOR HANGERS

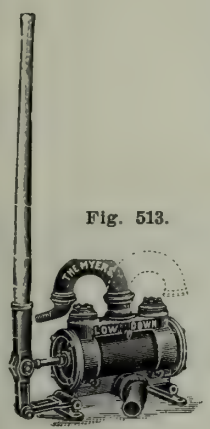


Fig. 513.

No. 792



Fig. 577.

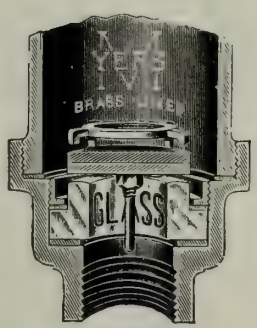


Fig. 1345.



Fig. 1374.



Fig. 1289.

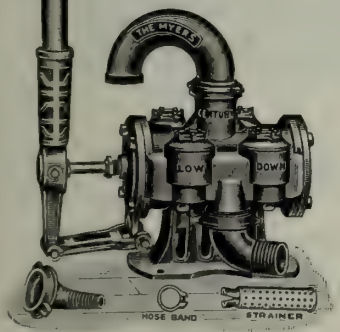


Fig. 639.



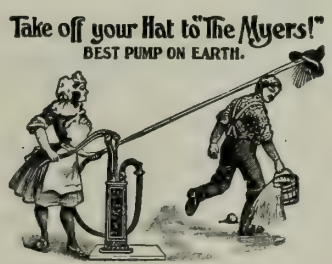


Fig. 902.

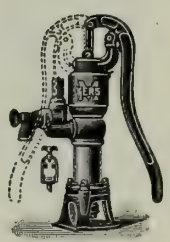
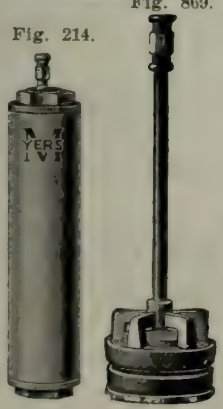


Fig. 869.

Fig. 214.



Dealers who have had no experiencc with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It is Better to Handle the Myers than to Wish you Had.

EXCLUSIVE AGENTS for PROVINCE of QUEBEC
Catalogne sent upon application.

Fig. 593.



Fig. 976.



LEWIS BROS., LIMITED

MONTREAL OTTAWA TORONTO

The
STEEL COMPANY OF CANADA LIMITED
Hamilton

WOOD SCREWS



Bright Brass Bronze

Blued, Brassed, Bronzed, Nickel Plated,
Silver Plated, Tinned, Coppered,
and Japanned.

DRIVE SCREWS.



Prompt Shipments

assured from our complete stock which
we now have.

We solicit your RUSH ORDERS.

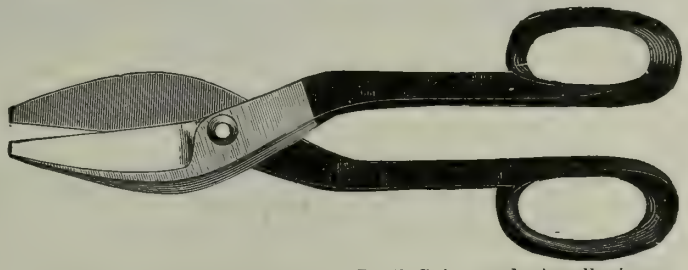
SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

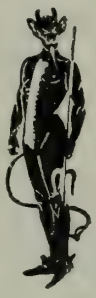
Why Not Stock These? They Sell



Genuine Giant Nail Puller. First ever made—still the best.



No. 271. Red enamelled Red Devil Snip, made in all sizes.



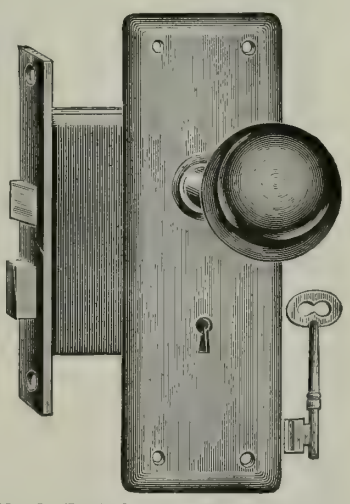
TRADE S.&H CO. Red Devil N.Y. U.S.A. MARK



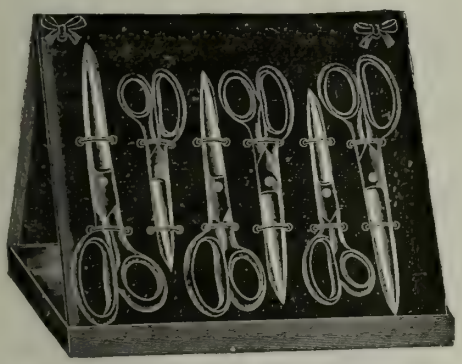
This Stamp on Goods Means Satisfaction or Money Back



Diamond B. No. 13 Nail Puller.



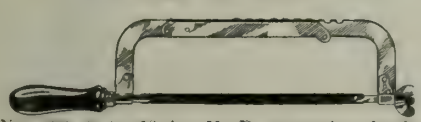
No. 3. Both finishes always in stock, O.C. and B.B., as well as front door sets to match.



Rainbow Shears, assorted dozens in display case 6 to 9 inch.



No. 482. Saw Set.



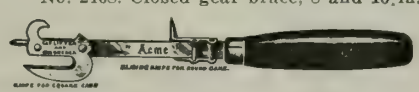
No. 602, 8 to 12 in. N. P. extension hack saw frame. Moderate in price, first-class in quality.



No. 417. Stamped Red Devil.



No. 2467. Open gear brace, 8 and 10 in.
No. 2468. Closed gear brace, 8 and 10 in.



No. 100. Acme can opener. Black enamelled handle, cuts round or square cans any size. Milk and beer bottle opener attachments.

SMITH HARDWARE CO., LIMITED

MONTREAL

Silent Influence

¶ Let us take a peach stone and drop it in the earth. We watch the soil with growing impatience for weeks and yet remain unrewarded with any appearance of life. We tire and forget.

¶ Nature, however, is infinitely patient, and in due time a sturdy tree blossoms and bears fruit on the spot where our hopes shrivelled up and died.

¶ It's the same way with advertising. There are some men who dig up their peach stone before it has had time to sprout. They fail to observe the silent growth, the hidden work and the subtle influence of the mighty force they have set in motion.

¶ They do not recognize the occasional inquiry as being simply the outward evidence of a potent work beneath the surface. It takes something more than a superficial examination to reveal the fact that the producing of inquiries is advertising's least important function.

¶ Let us be careful and unprejudiced in our analysis and we will discover and value at its true worth the real work that advertising performs—the standardizing of our name—the establishing of confidence in our product—the cementing of connection and the simplifying and minimizing of our salesmen's work. Then, instead of criticizing advertising we would do all we could to make its work more effective.

¶ An advertiser said to us a few months ago—"I simply haven't any time to devote to writing advertisements."

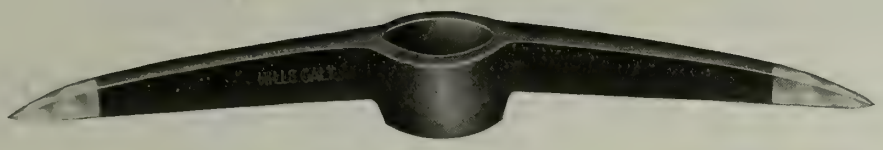
¶ "What takes up your time?" we asked.

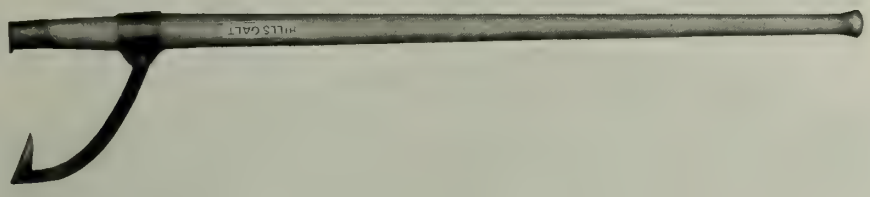
¶ "Oh, correspondence and detail work," he said.

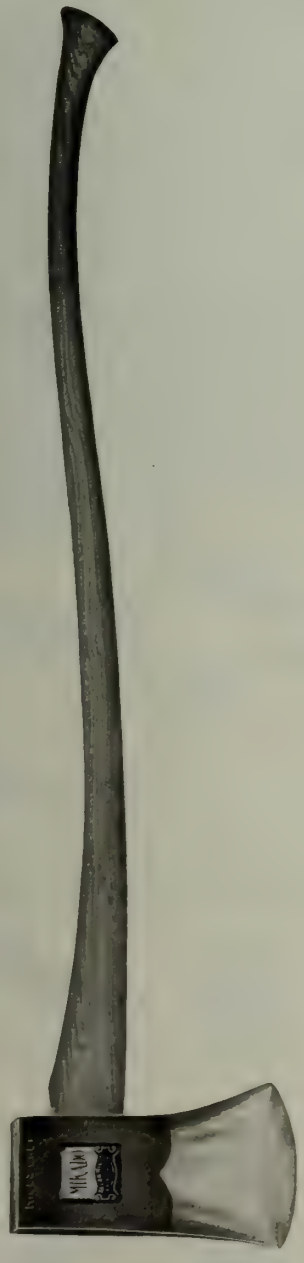
¶ "Listen," we said. "Correspondence is important, and detail necessary, but your advertising is more important and necessary than either. Unless your advertising is good it creates an unfavorable or negative impression, and you cannot afford that. If you make it good it will be the most effective agency you could possibly employ. It would pay you to take an hour or, if necessary, a day, once a month, to write your advertising."

¶ This advertiser took our advice, and is now reaping the benefit of it. Several good inquiries have been received, but this manufacturer emphatically states that it is the general effect of his advertising that has impressed him most. His salesmen all report favorably and state that the advertising is being read and referred to in their interviews with prospective customers.

¶ Take that old doubt and pessimism about advertising and file it to come up a year hence. Help your advertising along, study it, spend a little more time and money on it and at the end of a year when your old doubt and pessimism is laid on your desk you'll blush in shame and slam it in the waste basket.









Highest Quality

Axes, Chisels, Hammers, Draw Knives, Lumbering Tools, Adzes, Etc.

We guarantee to replace free of charge any tools that prove defective in material or workmanship.

We will take pleasure in presenting to you our **complete catalog** illustrating the various lines we manufacture.

Drop us a card for it to-day.

Allan Hills Edge Tool Co.

LIMITED

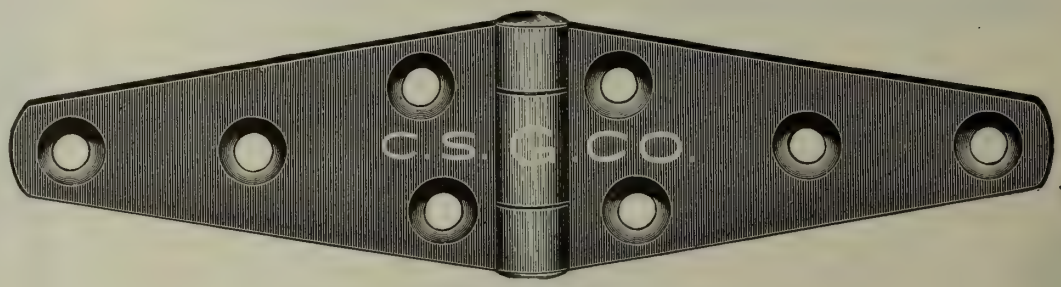
GALT, ONTARIO, CANADA

Your Customer will want them in a hurry. Can you deliver the goods?

Crescent Brand

Durable

Salable



Strong

Well Made

Heavy Strap Hinge

Demand Crescent Brand Goods and you are sure of the quality and workmanship being the best.

Hinges are packed ½ doz. in a bundle, or 1 pair in a box with screws.

Canada Steel Goods Company, Ltd., Hamilton, Ont.

If Your Ambition is to Sell Nothing But High Quality Cutlery, Then Sell H. Boker's "Tree" Brand Scissors, Shears, Etc.



No Brand of Cutlery is better known today than "TREE" Brand, which has been on the market for the last 50 years and in which the quality has been upheld since this brand was first introduced. Insist on having Boker's "TREE" Brand. By far the best cutlery made.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

BOENTGEN & SABIN

SOLINGEN - GERMANY



Manufacturers of

BONSA BRAND FINEST CUTLERY

Specialty:

BONSA TOOL PADS in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

Write for Catalogues

BIG

RESULTS

from small investments. Read Hardware & Metal's Want Ad. Page.



The rapid cutting of metal in large quantities is a problem in many machine shops and factories, and each shop has its own peculiar problem.

No one saw can possibly serve all purposes. That saw which takes least time per cut and gives most cuts per blade will be adopted and used. Why not sell that saw? Your profits will then not only be large but continuous.

Now here is a line of hack saws that meets every requirement because—

Starrett Hack Saws

Cut Quicker Last Longer

Then, too, there is a Starrett for every job. In other words, no matter what kind of a job a customer is up against, you can sell him a Starrett hack saw that will cut more stock and do it quicker than he can do it with any other saw.

Starrett hack saws are made from the best tungsten steel which gives great hardness without brittleness. They are made in convenient lengths for power or hand saws. The teeth are so evenly sized that every tooth cuts and the set is just enough to clear easily.

In the column at the left are shown the numbers of our hack saws, together with the particular uses for which each style of saw is intended. Our free catalog No. 20 MA shows these various saws, tells why they should be used, and gives sizes and prices. May we send you a copy?

For Best Results

Use **No. 103** Saws in hand frames, to cut cast steel, cast iron, tools steels and all solid metals.

Use **No. 103 B** Saws in hand frames, to cut cold rolled stock and soft metals.

Use **No. 102** Saws in hand frames, to cut sheet metal and tubing 16 to 18 gauge.

Use **No. 253** Saws in hand frames, to cut sheets and tubing thinner than 18 gauge.

Use **No. 112** Saws for heavy hand frame work and light power machines, on tool steels.

Use **No. 112 B** Saws for light power machine work on soft steel and heavy hand frame work.

Use **No. 114** Saws for general work in medium weight power machines.

Use **No. 115** Saws for cutting electrical conduit, pipe, brass stock, light angle iron and channel iron.

Use **No. 255** Saws on high speed machines cutting tool steels.

Use **No. 255 B** Saws on high speed machines cutting machinery steel, cast iron, etc.

Use **No. 262** Saws for cutting angle iron, brass stock and general line of ornamental iron work.

Use **No. 254** Saws for heavy high speed machines, to cut tool steel.

Use **No. 254 B** Saws for heavy high speed machines, to cut cold-rolled shafting and machinery steel.

Use **No. 259** Saws for cutting iron pipe, light structural iron, channel, eye beams, auto frames, etc.

Use **No. 256** Saws for extra heavy power machines to cut tool steel.

Use **No. 256 B** Saws for extra heavy power machines to cut structural iron and soft steel.

Use **No. 256 C** Saws for extra heavy power machines to cut machinery steel and heavy structural iron.

If flexible back saws are preferred, use Nos. 250, 252 and 258 instead of Nos. 103, 102 and 253 respectively.

The L. S. Starrett Co.

ATHOL, MASS. 42-247

WORLD'S GREATEST TOOLMAKERS

On The Back of Every Roll of

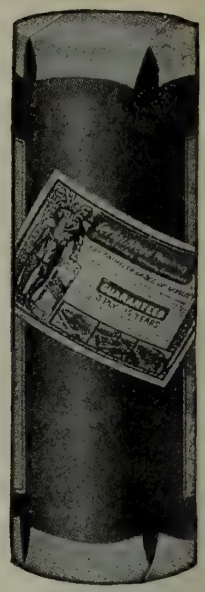
CASCO RUBBER ROOFING

Is The

"Certain-teed"



FRONT



BACK

Label of Quality

The CERTAIN-TEED Guarantee is thoroughly dependable and is better than any test you can make. CASCO CERTAIN-TEED Asphalt Roofing is made only of the best materials. In the Mills' laboratories, trained chemists make hourly tests of all materials used, insuring a uniform high-grade quality at all times.

The user of modern, ready-to-lay CASCO Roofing need not worry about durability—Casco Roofing is guaranteed: One-ply, 5 years; Two-ply, 7 years, and three-ply, 15 years.

CASCO WEATHER PROOF PRODUCTS

The

Canadian Supply & Contracting Co., Ltd.

Toronto, Ont.

Formerly CANADIAN SUPPLY CO.

CASCO WEATHER PROOF PRODUCTS

LUNDY SHOVELS

The Kind That Satisfy The Most Particular of Shovel Users

Made From Open Hearth Crucible Steel

After a careful study of the strong and weak parts of other shovels, we have manufactured and placed the "Lundy" Shovel on the market as being without any equal.

Get a "Lundy" and one of any other make of same grade and put them to a severe test under same conditions and **judge for yourself** which will be the best value to offer your trade.

Besides being superior in quality **the "Lundy" is excellently finished and very attractive.**

We make three grades to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee quick shipments and satisfaction.

Exceptionally Strong Strap and Blade Point

The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

The use of *Certain-teed* Roofing is keeping pace with Canada's marvelous building growth

Certain-teed Roofing

**(Quality *Cert*-ified—
Durability Guaran-*teed*)**

Rolls and Shingles

Guaranteed 15 Years—Lasts Longer

Certain-teed has made good by actual test on the roof

When Ready Roofing was first put on the market years ago, most dealers, builders and architects preferred to wait and see it tested on the roof—in a word, the public demanded that it must prove its value by years of actual wear on the roof before they would accept it.

Certain-teed Roofing has won out on its own merits—its use on all kinds of buildings in almost every country in the world is growing by leaps and bounds—it settled all arguments by giving absolute satisfaction in all climates under the most trying conditions.

The durability of this modern, easy-to-lay ***Certain-teed*** roll and ***Certain-teed*** shingle roofing is remarkable.

This modern easy-to-lay roofing costs less—lasts longest

Certain-teed **Roll Roofing** is the most economical covering for cottages, farm buildings of all kinds, factories and garages.

Certain-teed **Shingles** are recommended where artistic effect is desirable—for residences, bungalows, and cottages. They come in slate gray color, also red and green.

Certain-teed **Specification Roof**—the modern method of constructing a built-up roof on large flat surfaces.

Certain-teed **Roofing** costs less than metal, tin, slate or wood shingles—it is inexpensive to lay, guaranteed to wear 15 years and will outlast the guarantee.

Any live dealer can build up a profitable *Certain-teed* Roofing business



General Roofing
The World's Largest Manufacturer of Roofings and Building Papers

Certain-teed Roofing is advertised extensively in Canadian publications—the demand is increasing every day—all leading Canadian jobbers carry ample stocks.

You make a good profit on ***Certain-teed*** Roofing and you turn your money *quickly*—the price is *low* and quality *high*.

Wire, telephone or write your nearest jobber for 10 to 50 squares of ***Certain-teed*** Roofing—he will send you a lot of ***Certain-teed*** Selling Helps, including *Free* Display Signs.

We will furnish *free* to each dealer handling ***Certain-teed*** Roofing a desk copy of our new book, **"Modern Building Ideas and Plans"**—the most complete book of its kind ever published and very useful to all building material dealers. The busy season is here—send your order *now*—your jobber can make immediate shipment.

General Roofing Manufacturing Company

Winnipeg, Canada

E. St. Louis, Ill. · Minneapolis · York, Pa. · San Francisco · Marseilles, Ill. · London, England · Memphis, Tenn. · Hamburg, Germany

A Perilous Situation in the Bay of Biscay

Crew, Ship and Cargo Saved by Magnolia Metal

TRADE MARK

944 E. 180th St., New York, N.Y.,
June 8th, 1912.

Gentlemen:—

I am only too pleased to give my experiences with MAGNOLIA METAL, for it may help another Engineer out of a tight place.

A steamer in a gale in the Bay of Biscay on a lee shore about 7 miles distant, which meant if we had stopped we would have been on the rocks in an hour. The high pressure crank pin of the 2,000 H.P. triple expansion engine got hot from the heavy racing of the engines, due to the violent pitching of the vessel. All the bearings of these engines were Magnolia lined. With this crank pin we put on the hose and used liberally graphite and machine oil, and the bearing was cool in an hour, and we ran for 96 hours full speed before we took it down, and then just a slight film of the metal had wiped off, which relieved the bearing and permitted us to run without the engine pounding too heavy.

My experience has been with other metals, once they got hot, all or nearly all the metal runs out and some of the metal runs into the oil pipe and stops the lubricant from reaching the bearing and the engine must be stopped. The bearing dressed and adjusted on the engine will pound itself to pieces, so you see in the instance I have mentioned, MAGNOLIA deserves all the praise anyone can give it. Since that time I have had Magnolia act the same on stationary engines, and about nine months ago on a 2 15-16 shafting hanger, and after the day's run was over took the box out and cleared away the metal which had wiped off and put the box back into service again.

Respectfully,

HAROLD JAMES.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA

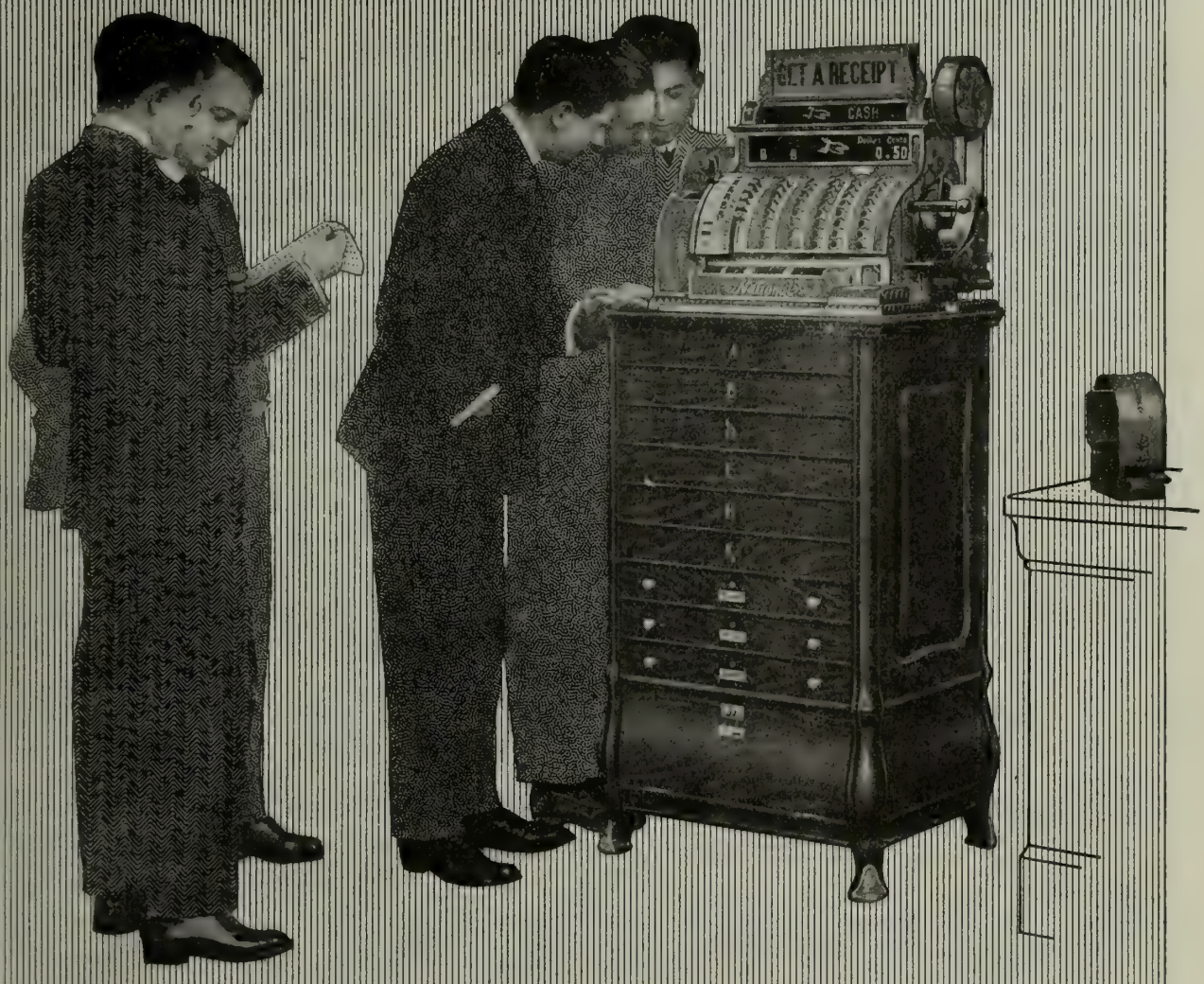


The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



Who Has the Best Day's Record

When assistants become interested in knowing who has sold the most goods, you have furnished the best incentive for increased sales

In addition to safeguarding every transaction, the National Cash Register gives a complete record of the work of each assistant. He knows that he positively receives credit for all the work he does.

This encourages industry, honesty and carefulness, and cultivates a friendly rivalry to sell more goods and increase your trade.

Investigate what the National Cash Register built for your size of store will do.

The National Cash Register Company

285 Yonge Street, Toronto

CANADIAN FACTORY: TORONTO, CANADA

A Safeguard For The HARDWARE DEALER

Against Losses and Mistakes

A business without a system is like a kite without a tail. The dealer may be putting forth his best efforts to make his sales increase, but if he hasn't an up-to-date way of keeping accounts a considerable amount of his labor is utterly wasted. He forgets to charge, makes mistakes, encounters disputes over accounts, and loses good customers through same.

Keep your accounts the "Shouperior" way and you do away with losses, trouble and expense, and get the results for which you are striving.

Let us give you full particulars on this Retail "Safeguard" System.

Now is the time to act. Do not go without this protection any longer.

Write to Bureau of Co-operation, Systems and Design and ask for Retail Safeguard System, Sub. 10, Form C-3.

Remember, you cannot spend a dollar with us unless it is evident to you, you will be benefitted.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED
10 St. Peter Street, MONTREAL

DO YOU WANT REPEAT ORDERS?

If so, you must carry the goods which will serve your customers best. When it's cordage, you cannot do better than specify **Consumers** Brand. You will always get what you pay for and you will find the prices as low as some inferior lines. We make everything in Cordage and everything is of the best quality—Different grades, each the best obtainable.

SORT UP YOUR STOCK FOR FALL

and specify

Lion Brand Cordage

because you will have dependable lines, more economical than other makes.

MANILA
TRANSMISSION ROPE
Clothes Lines, Marline,
Packings, etc.

LION
TRADE MARK

BRAND

Twines and tarred goods,
etc., of every description,
MANILA, SISAL,
ITALIAN, RUSSIA, JUTE

Consumers Cordage Co., Limited

Factories: Montreal, Que., and Dartmouth, N.S. **Branches: Toronto, Ont., and St. John, N.B.**

F. H. Andrews & Sons, Quebec. MacGowan & Co., Vancouver. Tees & Persse, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton.

The Use of



RED TIP

Taps, Drills, Etc.

insures you against disappointment and failure.

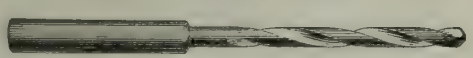
NEVERSLIP



TAPS



and DRILLS



are made especially to fit Red Tip Calks and Shoes. They are subjected to careful and minute inspection, and are proven perfect in every detail before they leave the factory.

Protect Your Customers

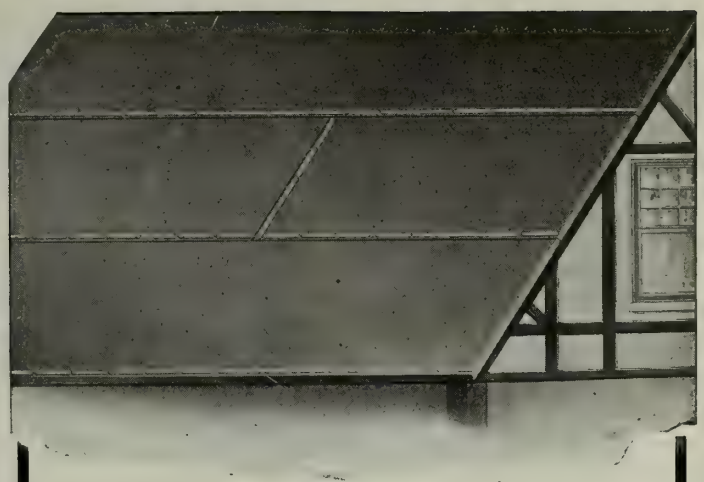
by insisting on Red Tip Tools for Red Tip Shoes and Calks.

RED TIP MEANS QUALITY

The

Neverslip Manufacturing Co.

U. S. Factory: New Brunswick, N. J.
Canadian Factory and Office,
559 Piux IX Ave. Montreal
Send for Booklet T.



Unless the seams are waterproof the roof will never count for much.

Nail-hole leaks, warping, bulging, daubs, and cement-smears are the bane of laying ordinary roofing.

There's one roofing, however, that effectually solves this problem with the patented protecting

Kant-leak Kleet

No cement is needed to make the seams waterproof, and you never have trouble with nail-hole leaks. These Kleets make a handsome finish to the roofing besides.

The Kant-leak Kleet comes in rolls of the smooth-surface roofing fit for such a fastening—

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

Genasco is thoroughly and lastingly waterproofed with Trinidad Lake asphalt.

With this combination of Genasco and the Kant-leak Kleet a roof stays waterproof through years of bad weather.

Talk this to your customers, and be prepared to supply them. Order from your jobber. Write us for samples and full information.

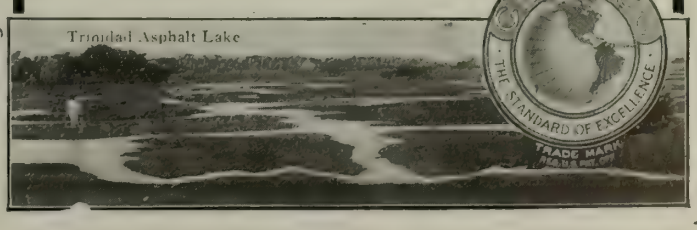
The Barber Asphalt Paving Co.

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York **San Francisco** **Chicago**

D. H. Howden & Co., Ltd., 200 York St., London, Ont.
The Canadian Asphalt Co., Ltd., Winnipeg, Man.
Lewis Bros., Ltd., Montreal. Branches: Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C.



ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

NICHOLSON MADE FILES



THE world-known line of Nicholson-made Files has achieved such an immense daily sale that it permits the economical manufacture of a private formula special steel for the Nicholson-made File Brands.

In Canada, these File (and Rasp) Brands are

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

each made from this private steel.

This private steel is cut into files on special machines owned solely by the Nicholson File Co., is treated and hardened by a private process. Finally, the file, after passing through 10 inspections, is individually hand-tested for quality, and must reach or pass a rigid standard.

Such a file as this is the Nicholson-made File that reaches your shelves. You **know** what you sell your customer. He in turn gets a file that is "Nicholson-made" and is "just like the last."

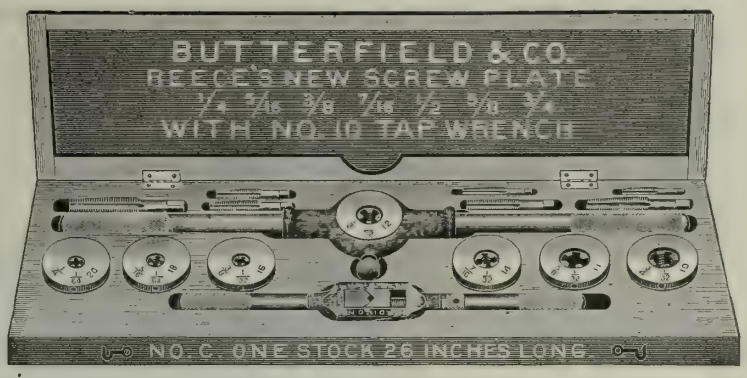
It pays to handle "Nicholson-made" Files. All jobbers.

NICHOLSON
FILE COMPANY 37
PORT HOPE CANADA

"BUTTERFIELD"

Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



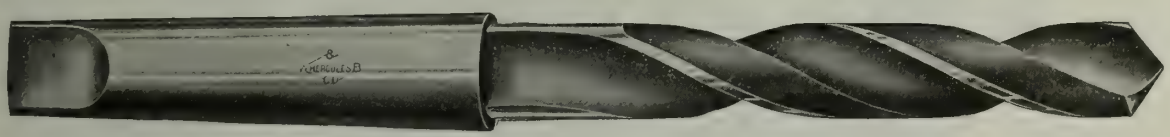
The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.



More Holes With Fewer Grindings

"W & B Hercules" High Speed Drills

The drills that drill the most holes with the least number of interruptions for grindings are the drills you ought to use.

"W & B Hercules" High Speed Hot Twisted Drills are in the competition to prove that High Percentage Vanadium High Speed steel treated under skillful workmanship produces drills that drill the maximum number of holes per grinding.

Want proof? Try the drills yourself.

Write for Catalog No. 82-G

Trade Mark

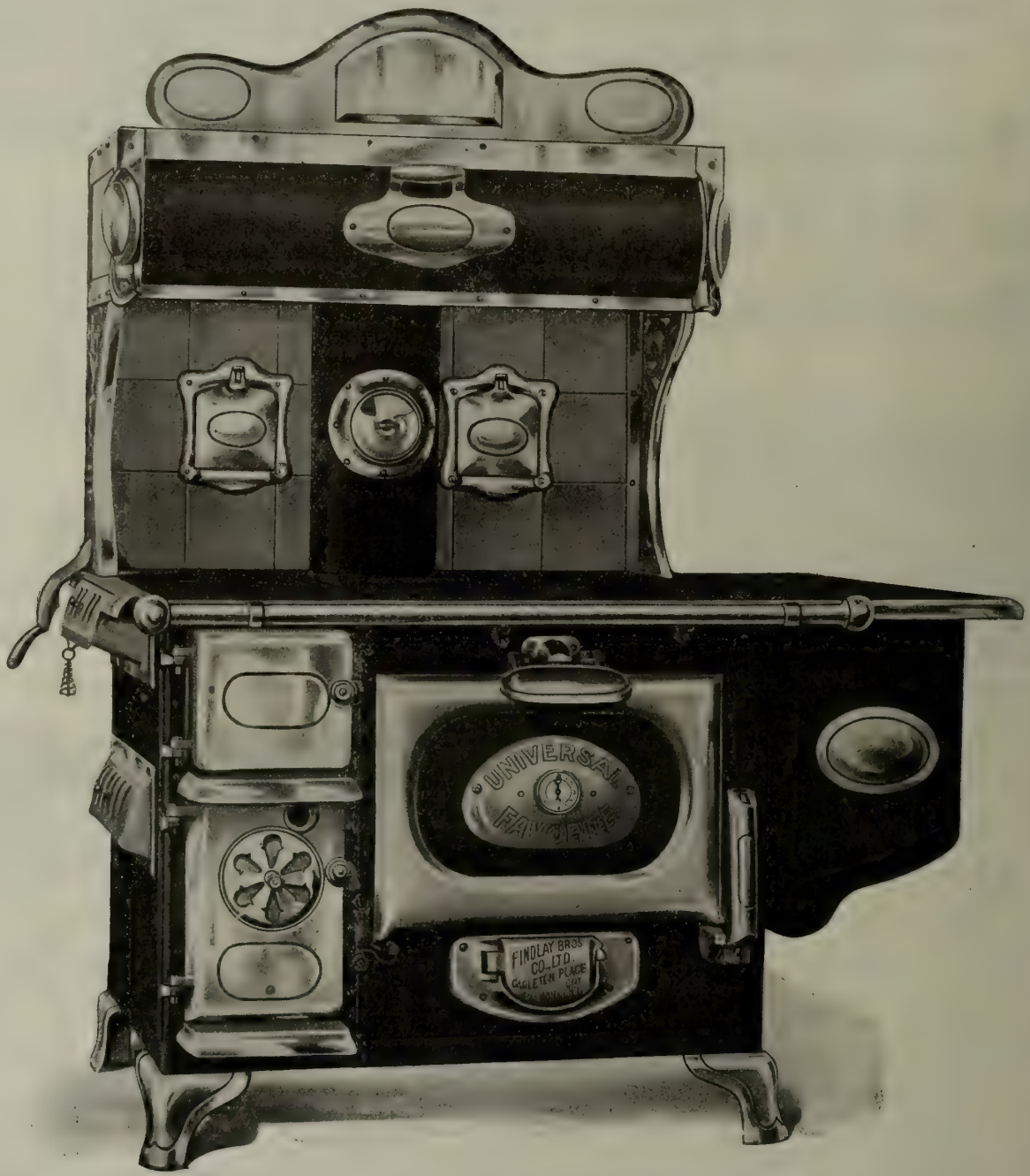
The Whitman & Barnes Mfg. Co.

Established 1854

Office and Factory, St. Catharines, Ont.
Stocks carried at Winnipeg and Montreal.

Trade W&B Mark

Can you imagine, Mr. Dealer, two nicer Ranges to have on your floor? They are classy and are just as good as they look. These Ranges are household Favorites from the Atlantic to the Pacific, and their new semi-plain dress is making them still more popular and more of them selling than ever.



THE UNIVERSAL FAVORITE is a high-class family Steel Range, built to give absolute satisfaction. Made in three sizes, 19 and 21-inch ovens. High closets furnished in standard or tiled finish.

FINDLAY BROS. CO., LIMITED

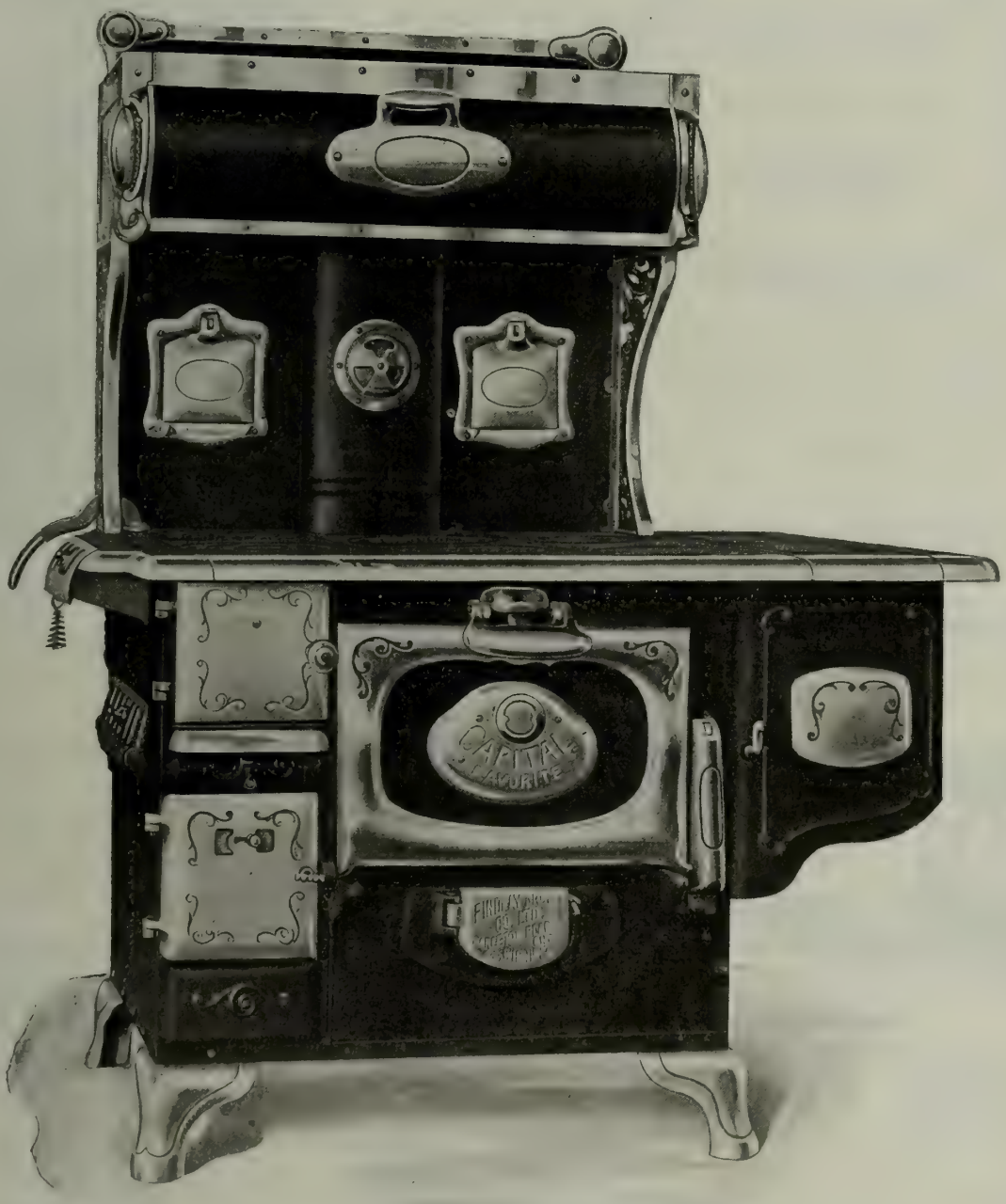
Head Office and Works, CARLETON PLACE, ONT.

Branch House - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

With money easier and trade conditions improving, this is the time to put a live wire in your stove business by placing a modern line of up-to-the-minute Ranges on your floor. We are making just the kind of Ranges the Canadian people want, and offer them to you with an aim to increasing your business, as well as ours.



THE CAPITAL FAVORITE is a medium priced Steel Range, unequalled for the money in quality and appearance. Made in three sizes, 16, 18 and 20-inch ovens. High Closets furnished in standard or tiled finish.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House, - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton
Distributing Agents: For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

"The Empire Line"

"STOVE TIME" is here, and the wideawake dealer is handling a line that not only *brings* trade, but *holds* trade.

The best business getter on the market to-day is the

"EMPIRE STEEL"

Made with highly polished steel body, heavy nickel plate dress and our artistic tile or black high closet. Excels as a baker, economcial in fuel, burns wood or coal—Heavy reinforced oven, quick heating reservoir.

Sizes—18 and 20 in. over, 9 in. covers, square reservoir, tea shelf or high closet.



Canadian Heating and Ventilating Co., Ltd.
OWEN SOUND, CANADA

Winnipeg
521 Henry Avenue

Vancouver
1059 Hamilton Street

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg. Hamilton, Montreal.

BUR-NOR

You Can't Afford to Pass This Up!



If you do you are not taking advantage of one of the Best Values in the Hardware Line. The high carbon oil tempered blade and the reinforced handle insure **quality, strength** and **service** that cannot be equalled.

Write us for catalog and prices to-day.

Burgess-Norton Mfg. Co.
Geneva, Ill., U. S. A.

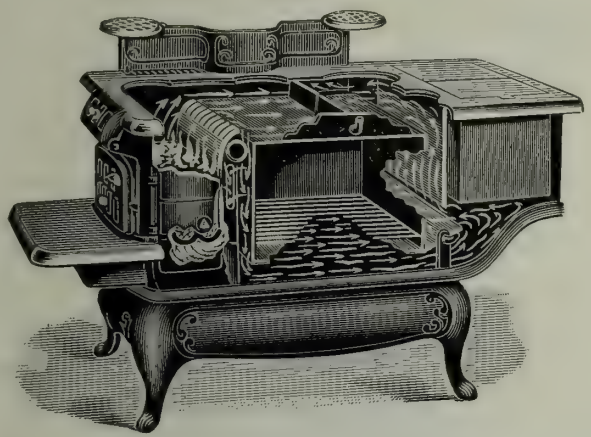
BUR-NOR

50% Saving in Fuel

Guaranteed

We also guarantee it to be a good cooker and baker. Made in steel and cast iron, is artistically designed and well finished.

It's the improved fire travel that makes possible this big saving of fuel—no heat goes to waste up the chimney.



Thousands used all over Canada

The "**Supreme**" **Range** is a splendid one to handle because it always makes good the guarantee, and allows the dealer a good profit.

We will be pleased to send one on trial.

The Supreme Heating Co.

Limited

WELLAND, ONTARIO

Davidson's Oil Heaters



Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, and can be operated just where the heat is needed.

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED

Montreal **Winnipeg** **Toronto**

Easily Operated, Easy on Clothes, No Weak Parts.

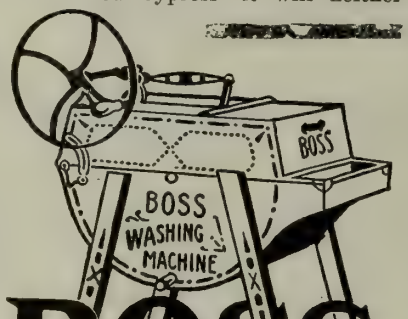
A Big Value Washer That Sells Quickly

If you are not handling the Boss Washer you are losing a good, substantial profit.

This is a washer that "makes good" everywhere. **Over a million in use.**

Made of Louisiana Red Cypress—it will neither warp or spilt.

Our line of high grade **Woodenware, Brooms, Brushes, Willow Ware,** etc., will also prove reliable and very profitable.



BOSS

Ask for catalog.

WALTER WOODS & CO.
Hamilton and Winnipeg

DO you know of any hardware dealer, anywhere in Canada, who does not subscribe to Hardware and Metal?

If so, you will be doing him a good turn by giving us his name and address, so that we may send him a sample copy and order blank.

HARDWARE AND METAL
Canada's Only Weekly Hardware Paper
MONTREAL TORONTO WINNIPEG

There are only two ways of Roasting Meat or Fowl

The Wrong Way

and

McClary's Way

Impress upon your customers the many advantages of the

McClary's

Perfection Self-Basting Roaster

such as;—



No basting is necessary, no greasy splutter over the oven, no smoke from burning grease, and all the natural juices retained in the meat.

Made in one size and two finishes, McClary's Famous Imperial Enamel and Best Quality Black Iron.

Our nearest Branch will be pleased to send you particulars of this and several other styles of roasters.

McClary's

MONTREAL HAMILTON LONDON
TORONTO CALGARY
WINNIPEG VANCOUVER SASKATOON
EDMONTON ST. JOHN, N.B.

The Proof of a Good Range is in the Service it Gives

McClary's Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

The proof of a good range is in the service it gives. Long satisfactory service, resulting from the use of highest quality material is the thing that counts.

Genuine labor saving features abound in the Pandora, ensuring perfect satisfaction with a perfect Range.

A Nickelled Steel Oven thoroughly ventilated—full sizes.

The Flues are of special construction, forcing the heat to pass twice round the oven.

The firebox is fitted with heavy triple triangular grates and semi-steel linings.

The Reservoir is one piece enamelled steel giving it a smooth hard surface—an exclusive feature in the Pandora.

The Thermometer is thoroughly reliable and registers exact heat of Oven.

The Pandora has that attractiveness that brightens your floor and appeals to prospective customers.

Stock McClary's goods and keep our "Quality" motto before your customers and your trade will expand.

Drop a line to our nearest Branch for more particulars.

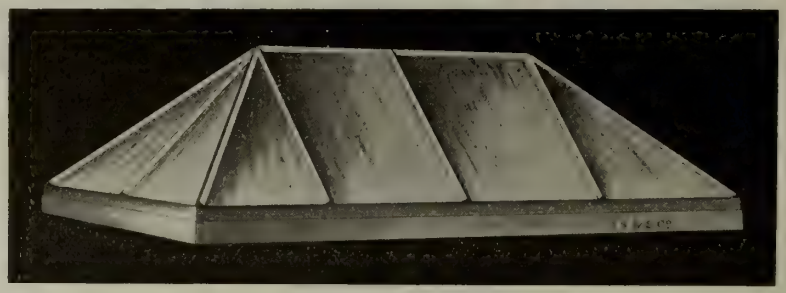
McCLARY'S SHIP QUICK

MONTREAL HAMILTON
LONDON TORONTO
CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON EDMONTON
ST. JOHN, N.B.

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

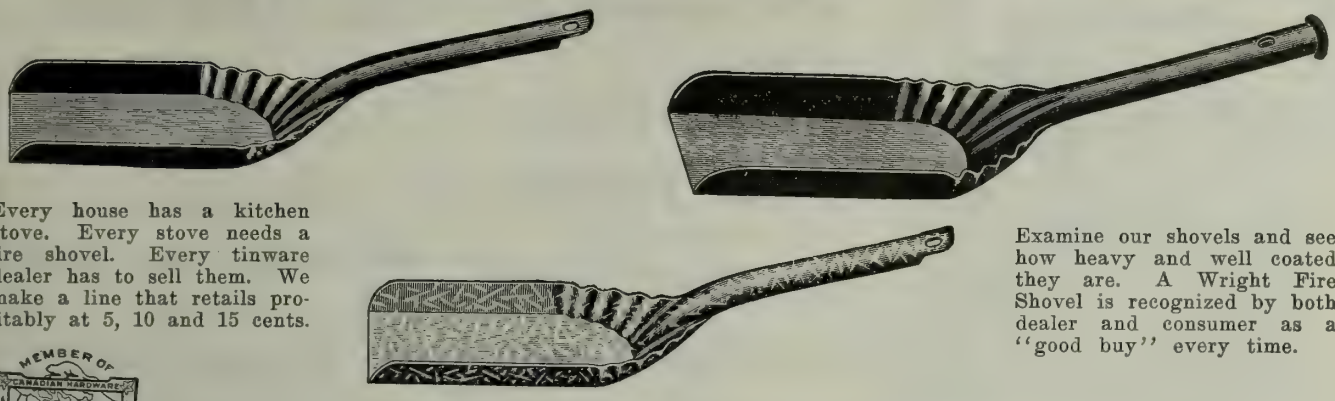
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

This is Fire Shovel Time



Every house has a kitchen stove. Every stove needs a fire shovel. Every tinware dealer has to sell them. We make a line that retails profitably at 5, 10 and 15 cents.

Examine our shovels and see how heavy and well coated they are. A Wright Fire Shovel is recognized by both dealer and consumer as a "good buy" every time.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

E. T. WRIGHT CO., LIMITED, Hamilton, Canada

Manufacturers of high class Japanned and Galvanized Wares. You need a copy of our new Catalog—Ask for it.



"PARKYTE"
Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal.

The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.

FULTONVILLE, N.Y.

NOVA SCOTIA STEEL & COAL CO., Limited, NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

HERCULES

SASH CORD



THE BEST MADE

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

All Wholesale Dealers Sell Them

To HARDWARE-MEN

who have a

Sanitary and Heating Department

as well as a

Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

Because

1. Its Advertisers—are those who sell the best goods at the right price.
2. Its Question Box "is practical."
3. Its Articles—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that this course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

Published by

The MacLean Pub. Co., Ltd.

143 University Ave., TORONTO

$1.00 per annum

Write for sample copy. Fill in and mail this slip before you overlook it.

MacLean Pub. Co.,
143 University Ave.,
Toronto.

Please send me (free) sample copy of Sanitary Engineer, postpaid.

....
....
....

Use "Metallic" Corrugated Iron

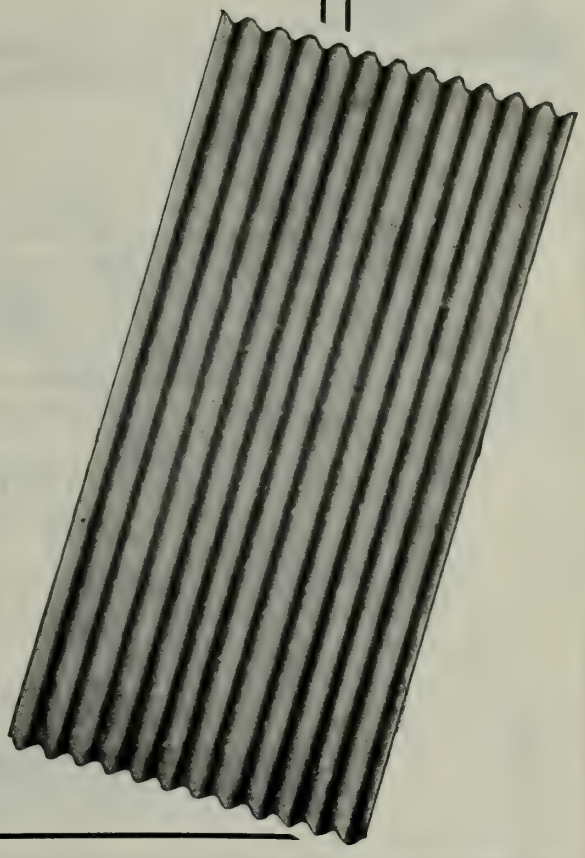
For Results!

We want to send you some facts you ought to have about "Metallic" Corrugated Iron. We would like to tell you why it is stronger, why it retains its shape better and why it will last longer.

"Metallic" is the only corrugated iron that has deep, permanent corrugations. It is manufactured from especially made sheets. We can supply it in straight or curved sheets; painted or galvanized.

Won't you write and ask for this information? It will put you in a position to select and sell the best grade of corrugated iron made

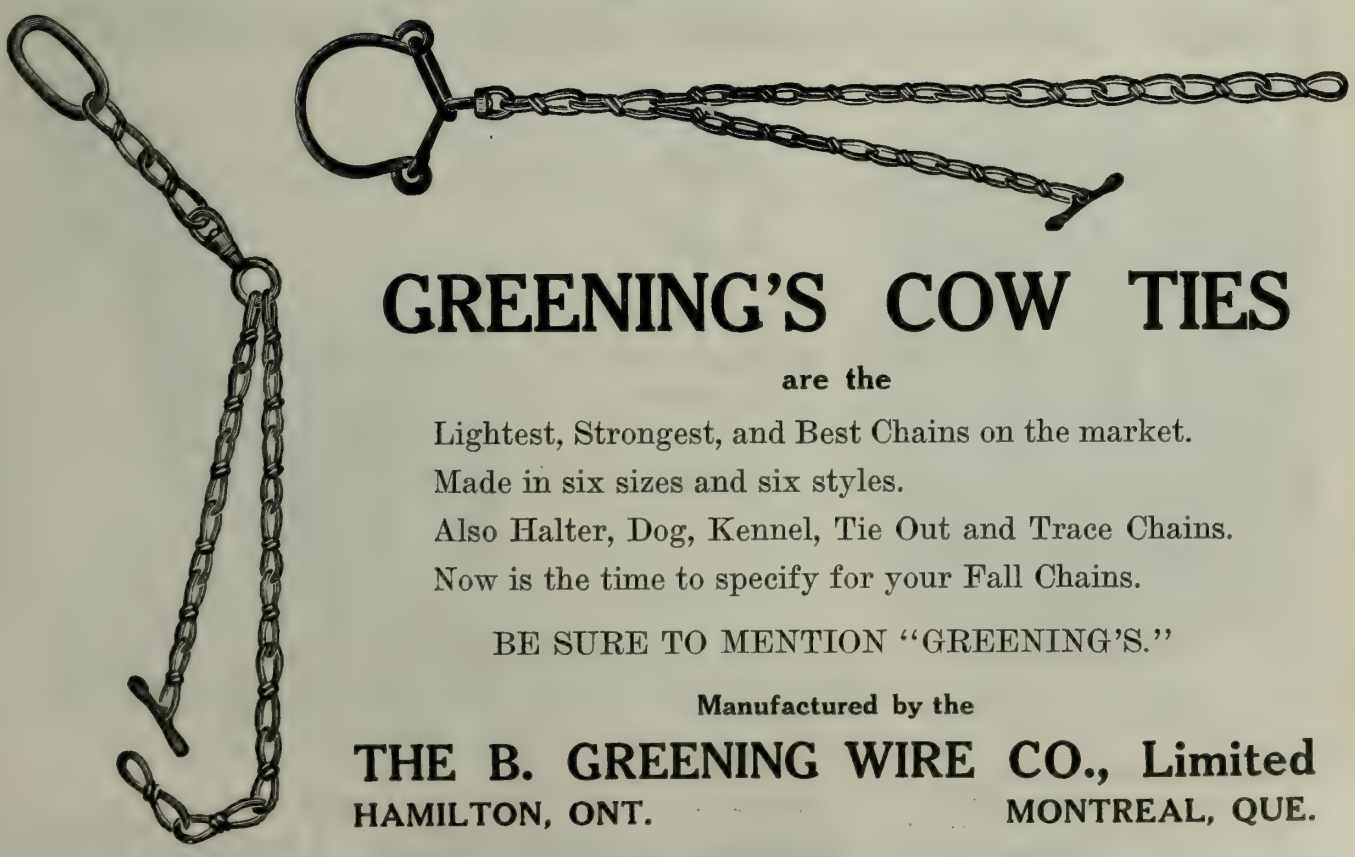
We manufacture all kinds of sheet metal building materials.



The Metallic Roofing Co., LIMITED

MANUFACTURERS

TORONTO and WINNIPEG



GREENING'S COW TIES

are the

Lightest, Strongest, and Best Chains on the market.

Made in six sizes and six styles.

Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Now is the time to specify for your Fall Chains.

BE SURE TO MENTION "GREENING'S."

Manufactured by the

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.



Leonora Pattern, one-half actual size

McGLASHAN, CLARKE CO., LIMITED
Niagara Falls, Canada

AGENTS: J. MacKay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, Prince Edward Island.

High Grade Cutlery Electro-Plate and Solid Nickel-Silver Flatware

SILVER OR GILT BOWL

These Spoons are made of the best quality of materials, by skilled workmen. Our guarantee backs up our goods, and our goods make good our guarantee.

Your Jobber has them. Ask him

Easy Fitting Eavetroughs and Conductor Pipes are Our Specialty

Elbows, valleys, ridge roll, skylights, ventilators and **Corrugated iron.** Write for prices on galvanized sheets. **We ship while others are thinking about it.**

WHEELER & BAIN, Toronto, Ont.



Fast Sellers and Good Repeaters



NEW CENTURY

Agents:
W. L. Haldimand & Son
MONTREAL
H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**

We are wholesale distributors for the leading makes of general Hardware. These include

IN



CUTLERY

JOS. RODGERS & SONS
WOSTENHOLM'S IXL GRADE

PLATED WARE

COMMUNITY SILVER
R. WALLACE 1835
ROGERS BROS. 1847

TOOLS

STANLEY PLANES AND OTHER TOOLS
BENNET'S FLOOR SCRAPERS
PARKER VISES
REECE'S SCREW PLATES

Send us your mail orders. They will be given every care and will be shipped promptly.

We can supply your needs in Skates, Spalding Hockey Sticks, Sleigh Bells, Carriage Heaters, Weather Strip, Lanterns, Food Choppers, etc.

Caverhill, Learmont & Co.

MONTREAL

Some Reasons Why

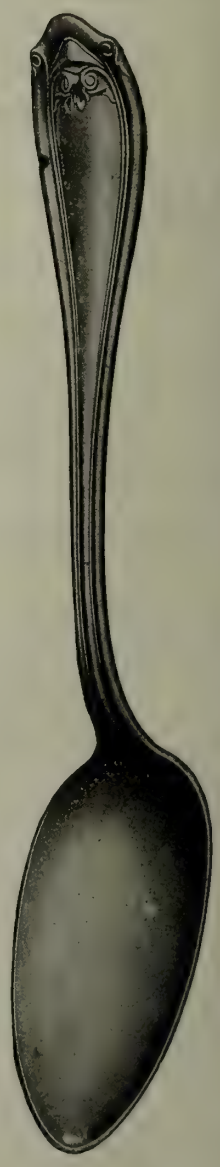
The Canadian Rogers Company's Plated Silver is now being stocked by **Every Dealer Who Investigates** the **Facts.**

Quality — The weight of silver deposited, the high per cent of nickel in the blank, and the finish are guaranteed.

Designs — New, Artistic, Exclusive. The range of patterns unequalled. Each dealer wishes to handle something different from what his neighbor shows.

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HARDWARE AND METAL

Canada's Only Weekly Hardware Paper

Vol. XXV. TORONTO, OCTOBER 25, 1913. No. 43

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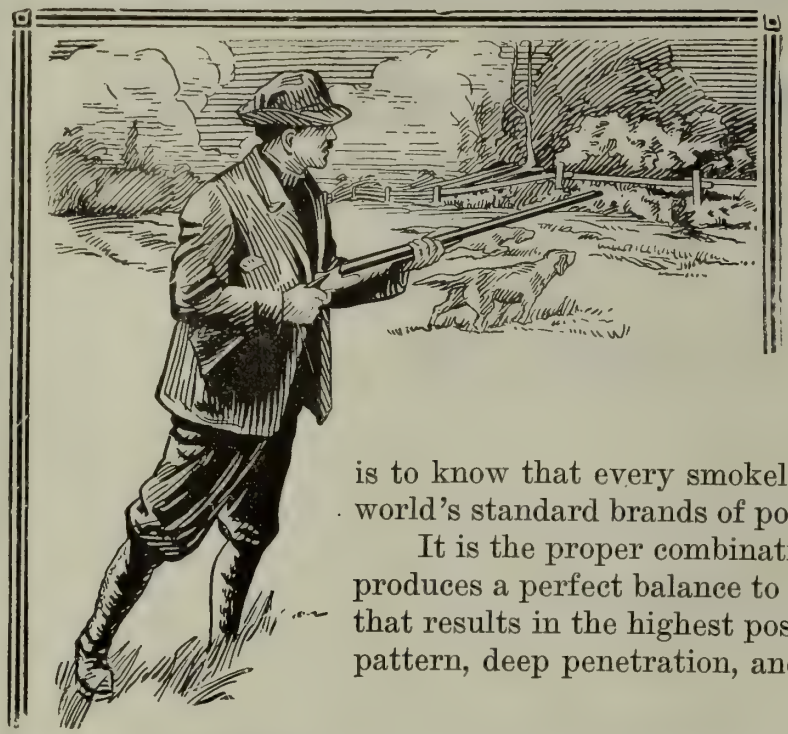
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HARDWARE AND METAL

Vol. XXV. OCTOBER 25, 1913 No. 43

Arranging the Household Goods Department

How to Properly Display Household Goods is a Problem Confronting Many Dealers—Suggestions for Display Counters and Stands—Pricing Goods in Plain Figures—Experience of Wallaceburg Retailer.

With the rapid growth of the household goods department in many of our hardware stores, the problem arises as to how the goods may be displayed to advantage. This problem is confronting a large number of dealers at the present time.

It cannot be denied that the household goods line is growing to be an important one with the hardware trade.

The line is one in which every housewife is interested and the fact that department stores use considerable valuable spaces for displaying household goods is proof that they must consider this class of merchandise a profitable one to handle.

Considerable space in mail order catalogues is devoted to illustrating, describing and quoting prices on goods that are found in the household goods department.

All dealers selling household goods agree that in order to make sales it is necessary to have a good assortment well displayed. The average hardware store is fairly well crowded for room and difficulty is sometimes experienced in finding sufficient space in which to display samples and store surplus stock.

When stock has to be kept some distance away from the samples considerable time is often lost by salesmen in filling orders. To overcome this loss of time it is advisable to have the stock as near the samples as possible. This is particularly true regarding household goods.

In a great many stores tables are used for displaying household goods. The tops of the tables are used for displaying samples and the room under the tables is waste space. This waste of space can be eliminated by using small counters or stock and display tables as shown in the accompanying illustrations. The tops of these counters are used for showing samples and the stock is carried in the compartments below. There is no waste space and clerks lose no time in filling orders. All danger of stock becoming scattered is removed and the stock-keeper can tell at a glance if the stock of any line is getting low.

The counters illustrated are about six feet in length, and three feet in width. They may be arranged in a row down the centre of a narrow store or placed in any convenient position within access of the buying public. These counters are not bulky or heavy and can be easily moved around to various locations in the store.

Space may be left between each counter if desired and this allows room for customers to move around and examine goods at leisure.

The housewife likes to examine kitchen utensils and other lines of household goods, if the goods are within reach she will often take the liberty of examining them and in many cases will purchase. If, however, the goods are displayed on shelves out of reach of the customer the chances are that she will hesitate to ask to be shown any special articles in this line. It is a good plan to always have household goods within easy reach of customers. Very often if salesmen are busy a lady customer will spend considerable time in examining goods on display if they are within reach and the prices are marked in plain figures.

Counters as shown in the illustration can be used for showing a variety of goods. The general plan in stores using this style of counter is to change each display every week or ten days. The goods may be changed or if this is not desired the locations of the counters may be changed. The same display should not always greet the customer when entering the store. By way of a suggestion we might say that the front counter be used the first week for displaying enamelware, second week aluminum ware, and third week tinware. Woodenware and other lines could also be featured in turn.

A handy display stand that can be built at small cost is also shown in one of the illustrations. It can be used for featuring such lines as food choppers, raisin seeders, meat juice pressers, apple parers, and numerous other lines of



View of household goods department showing style of display and stock counters used.

household specialties. Good-sized price tickets should be attached with prices marked in plain figures. When food choppers, etc., are displayed on a stand of this kind salesmen have a splendid opportunity to demonstrate the goods. The household goods department should be in charge of capable help who will look after the proper arrangement of the samples and see that the stock is kept in a spotless condition. The stock should be arranged to give the shopper every facility for rapid selection and a sample of each line should be on view.

Experience of Dealer.

A Wallaceburg, Ont. hardware merchant, who has been conducting a household goods department related as follows:—

"I find that hardware stores are securing a much larger share of the ladies' trade than formerly. This is particularly true with reference to gift lines, suitable for Christmas and for birthday occasions.

"At one time we regarded this as pretty much a store for men, and, in fact, very few hardwaremen seemed to think that ladies could be interested in the business. However, there has been a decided change in the last few years.

"This is perhaps due to the fact that we have been catering to ladies. For instance, we stock small hardware lines, specialize to quite an extent on kitchen utensils and up-to-date devices, and give some thought to picking out our gift stock.

"In this connection it pays for the hardware store to keep its brightest side to the front. The old-fashioned, gloomy, dirty-looking hardware store isn't going to draw much feminine trade, particularly if it has bright and wide-awake competitors. So we push the bright, attractive goods to the front, feature them in our window displays and our silent salesmen, and in every way try to create in the feminine mind the impression that this is a clean, wide-awake store, catering particularly to ladies."

ELECTRICAL PROGRESS.

So much of the electrical apparatus of the present time is automatic in its action that no surprise need be expressed at the introduction of the automatic electric cooker. Visions of joints of meat, proceeding by their volition (as the novelists have it) in and out of an oven which opens and shuts its door at their approach, or of various culinary operations performed by some invisible agency the while the cook stands admiringly by, need not be conjured up. Nothing so complicated happens, or is likely to happen. The automatic portion of the oven is a controlling device which automatically keeps the temperature of the oven interior up to any desired level. The scheme is extremely simple, there being a combination of an electro-thermostat and a solenoid-operated switch mechanism. It is all contained within the body of the oven, at the front above the door, where it can be inspected and adjusted. The apparatus is at present on its trial, but it is of extreme interest, because, if it prove successful, it will be another practical demonstration of the flexibility of the electric circuit in general, and the electric oven in particular. It will also introduce an element of certainty into the one household operation which must usually be left largely to chance, and which is one of the most troublesome of domestic problems.

Fire Risk With Electric Irons.

The electric iron which is supplied with energy by means of a flexible cord is kept hot as long as the current is kept on. If the iron is left on for many hours it will gradually build up its heat until the handle will begin to char, and ultimately burn off. Some makers test the heating elements in their irons by leaving them on circuit until the handle is no more, but, of course, this is a severe test, and one unlikely to be repeated in actual service. There is, however, a real danger with an electric iron in the hands of careless servants. It is not so much the burning out of the heating element in the iron, though this is not desirable, but the leaving of the iron on a table or other wooden surface. During the course of a winter's night an iron may char its way through a table top or the thick top of a sideboard or dresser, gradually falling through the wood by its own weight. There will, of course, be a smell of charred wood in the room, but little or no smoke, because the heating effect on the wood is local, and when the first moisture has been driven off the iron practically sinks down on a bed of charcoal. It is not possible to reduce the risk in the design of the iron or by the use of some automatic switching device; the only thing to do is to warn the prospective purchaser of the danger, which, it should be noted, arises only with carelessness.—Ironmonger.

STOVE BOARD FREE.

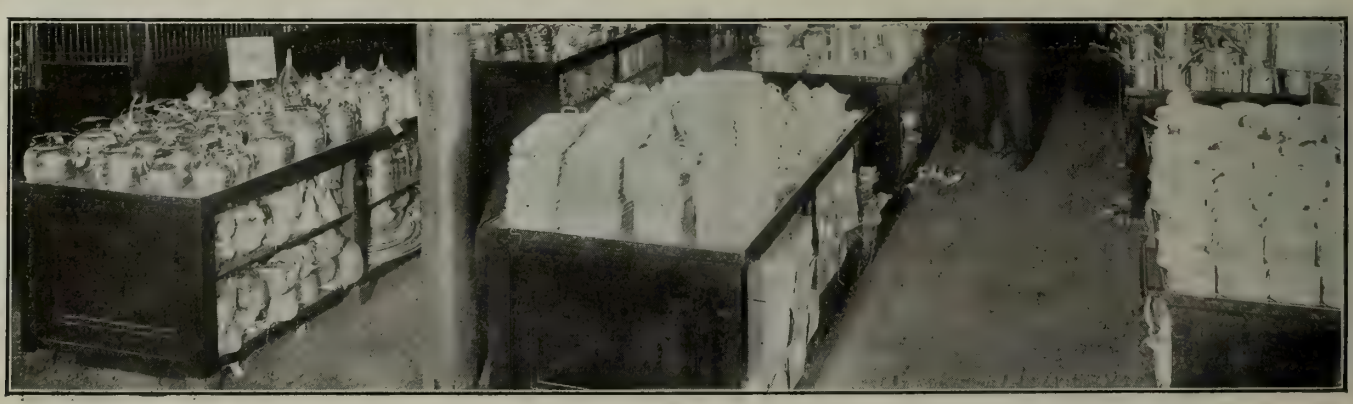
The Ross hardware store, Edmonton, Alta., have been energetically pushing the sale of heaters. The firm believe in getting an early start in the fall stove business, and up to date they have cleared out a large number of heaters.

As a special inducement they offered a stove board free to each purchaser of a heater on October 11. The offer was for one day only.

GALVANIZED PAIL FREE.

J. B. Waterman, Derby Line, Vt., in a recent issue of a Rock Island, Que., newspaper, announced the opening of his new store on October 11.

As a special inducement for opening day a free offer was made of a galvanized, 14-quart pail to every purchaser of goods to the extent of $1.00 or more. The ad. states—These pails are actually worth 25 cents, but we will give you one free. Get one of them—they are just the thing to carry your parcels home in.



View of household goods department showing style of display counters used.

Conducting a Successful Stove Department

Kilpatrick Bros., of London and St. Thomas, Conduct Three Stores—Methods Employed by This Firm in Pushing the Sale of Stoves—Displays Are Always Kept in an Attractive Condition.

The hardware firm of Kilpatrick Bros. conduct three stores, two of which are located in London, Ont., and one in St. Thomas, Ont. The history of the firm dates back about seven years. The first store was started in London East in a rapidly growing section of the city. About two years ago a second store was purchased in London East and the firm are now conducting two branches in London. Some time ago store No. 3 was added, this store being located in St. Thomas, Ont. Among the lines pushed vigorously by this firm are stoves. A large assortment of stoves is carried in one of the London stores and also in the St. Thomas store.

Believe in Good Stove Display.

Particular attention is paid to the sale of stoves during the fall and winter and records show that the firm have disposed of large number of ranges, heaters, etc. The members of the firm believe in good display being productive of sales. An effort is made to always have the stove department in a bright and attractive condition. The stoves are thoroughly dusted every morning and the nickel trimmings are kept bright. The stoves are always set up and ready to be shown on a moment's notice.

When a customer asks to be shown a stove no time is lost for the stoves are always in a good condition for display purposes. A complete record is kept of all stoves sold. This record gives the name and address of the customer, date of purchase, name and number of the stove.

A List of Customers.

The firm have a complete list of all stoves sold since they commenced business. This list can be used in referring prospective stove purchasers to customers who are already satisfied users. The list is also useful as a reference when customers ask for repair parts.

The members of the firm believe that a thorough knowledge of the line you sell is an important essential in conducting a successful stove department and for that reason they have made a thorough study of stove problems. The knowledge thus obtained is very useful in closing sales and in instructing purchasers regarding the proper methods of using the various kinds of stoves. In order to have a satisfied customer it is necessary for the customer to be thoroughly familiar with the workings of the stove, for many good stoves have been condemned by customers who did not possess the information necessary to secure best results. The show windows are also used to a great extent in creating an interest in the stove department and some very creditable displays are shown in the windows from time to time.

Enamelware Featured.

The enamelware department is also strongly featured and it is not an uncommon occurrence to see a large order of enamelware being delivered with a stove. Special steps are taken to push

(Continued on page 49.)



View of Kilpatrick Bros. hardware and stove store, London, Ont.

HARDWARE AND METAL

Vol. XXV. No. 43 Toronto, Canada, Oct. 18, 1913 Two Dollars per Year

PRACTICAL CHRISTMAS GIFTS.

Great progress has been made by retail hardwaremen of recent years in developing Christmas trade, but dealers must get it firmly fixed in their minds that this development has only started, and they have only scratched the surface of the big business that should be theirs around Christmas time.

This is a practical age, and, the great talking point concerning Christmas gifts purchased in the hardware store is that they are bound to be practical. The vogue of pretty and useless gifts is rapidly dying out and almost anyone will see the logic of purchasing a Christmas gift, which will not only serve as a reminder of the donor, at the festive season, but also throughout the year, whenever the gift is used for practical purposes.

We expect to see big advances made by Canadian hardwaremen this year, in building up their Christmas trade, and in order to ensure making the greatest amount of profit out of this season, every dealer must make up his mind right now first of all to plan out his work for the Christmas trade, and then having matured his plans, he will be under the necessity of working out those plans with as little variation as possible. In brief, first plan your work, then work your plan.

It is very easy to think that when the Christmas trade is once on, the work of each day will present itself in such a way as to call forth the proper solution of each problem spontaneously.

This, however, is not the way that best results are achieved.

When Lord Roberts was advancing on Pretoria, he made out a schedule, outlining the work of his army for each day, and definitely mentioning the date on which different towns were to be occupied. History relates how that schedule was carried out to the letter. Lord Roberts captured Pretoria on exactly the day that he had predicted many weeks in advance.

If the commander of an army with unknown difficulties to encounter, can predict with certainty, the results which he is going to achieve weeks in advance, why cannot a business man also draw up a schedule, outlining what he means to accomplish each day during the season of the Christmas trade?

A carefully prepared plan, outlining exactly what goods are to be exhibited in the window on certain days, and what lines are to be shown in the various silent salesmen and on the tables, and what goods are to be advertised in the local newspapers, will be an immense help when the rush of the Christmas trade is at hand.

Instead of wondering what to do next, the hardwareman will only consult his schedule. And, by having some definite work to be done, he will get a greater quantity of more intelligent work, out of his staff.

HOLD FAST TO THE SKATE TRADE.

There are probably few seasonable lines of goods, more peculiarly hardware lines, than skates.

From time immemorial, it has been the habit of skaters to look to the hardware stores to supply their needs, and skates have always been among the best winter sellers in the average hardware store.

Recently, however, a new situation has developed in the skate trade, which calls for a good deal of thought on the part of hardwaremen, if they are to hold their own in this line of business.

A few years ago, one occasionally encountered a small stock of skates in boot and shoe stores, these being sold in conjunction with hockey boots.

Apparently, skates have been found a profitable line by boot and shoe dealers for they have made rapid strides in developing skate sales, and HARDWARE AND METAL was told during the past week by a man well qualified to know, that if the hardware trade could realize the very large business which is now being done, by boot and shoe dealers, in skates, they would really be astounded.

Hardware dealers must take thought as to how they can retain the sale of skates in its legitimate channel, that is, through the retail hardware stores. If the shoe stores have developed business in this line by selling them in conjunction with their hockey boots, why would it not be possible, and indeed advisable, for hardware dealers to take up the sale of sporting boots.

This looks like a logical development of the sporting goods department in the hardware store, and it would help not only to retain the skate trade, but also to develop a new field and bring new profit to the hardwareman.

This is a subject which HARDWARE AND METAL intends to take up more fully in a later issue, but in the meantime, this suggestion is thrown out so that the readers of our paper may do some good thinking and outline a more aggressive sales policy for their skate department this winter.

UNIFORM PRICE LISTS.

President Occomore, of the Ontario Retail Hardware and Stove Dealers' Association, made a very practical suggestion at the Annual Banquet of the Canadian Wholesale Hardware Association, when he intimated how great a convenience it would be to the retail hardware trade, if manufacturers and jobbers were to issue their price lists and trade literature, all of a uniform size.

At present, some price lists are printed the size of No. 8 envelopes. Some are six inches by nine inches, and many are as large as nine inches, by twelve inches, in size, with

very many sizes in between these standards, being represented.

Of course, the filing of these price lists present a problem to the retail hardwareman which, in too many cases, is solved by throwing the literature into the nearest waste paper basket, and this, as President Occomore pointed out, means a waste, not only to the retailer, who has not the price lists at hand, for reference, but also to the wholesaler, who has paid good money for the printing of his literature, and loses orders which would have otherwise have come to him, if the retailer were able to put his hand on the price list at the opportune time.

The average retailer has no elaborate filing system, and in spite of improvements which are rapidly taking place, in the methods of the retail hardware trade, it is quite certain that for a great many years to come, at least, there will be hundreds of hardware dealers without adequate filing systems. By making it as easy as possible for these dealers to retain their price lists and trade literature, manufacturers will secure the greatest benefit from their distribution.

From the standpoint of filing in such a way as to be convenient for ready reference, it would probably be an ideal condition, so far as the retailer is concerned, if all manufacturers and jobbers of hardware, were to publish not only their price lists, but all their catalogues and trade circulars in a standard size, say, nine by twelve inches.

There are really but few difficulties in the way of issuing price lists of a uniform size, but when it comes to catalogues and other trade literature, many problems present themselves. There are a great many lines in which large illustrations are necessarily used, and these could not be cut down to fit a page nine inches by twelve inches, which would probably be the size most convenient to the majority of manufacturers.

Secretary Hardy, of the Canadian Wholesale Hardware Association, has promised that the different Associations which he represents, will look into this matter of uniform price lists, and it is believed that some progress will shortly be made in the direction outlined by Mr. Occomore.

THE VOGUE OF ELECTRICAL SPECIALTIES.

This year's September weddings have served to bring out one fact very closely: Electric heating specialties have arrived.

Few are the brides of this Fall's vintage who cannot boast of her electric iron, electric toaster, electric coffee percolator, or electric chafing dish. In many cases, the bride has been almost embarrassed by the multiplicity of the electrical goods contributed by the wedding guests. Many of them are trying to trade off the duplicate electric coffee percolators, for some of the old standbys, which are now being overlooked, as wedding gifts, in favor of the more modern electrical specialties.

There is a moral in this for the hardwareman. It is that he should place himself in a position to secure all the trade possible, in this line of electric specialties, which are logically a hardware line, and which are bound to have a tremendous sale, wherever electric current is available.

Study the advertising pages of Hardware and Metal, to get in touch with profit-making holiday lines.

* * *

Nearly every bride, now-a-days, is the happy recipient of at least three electric coffee percolators, from admiring relatives and friends. Two out of the three should be supplied by the hardwareman.

The Business Situation

All things considered, there seems to be more optimism displayed among business men the latter part of this week, than has been evidenced for three or four weeks past.

At the Banquet of the Canadian Wholesale Hardware Association held in Toronto, last week, many prominent hardware manufacturers, while frankly admitting they had been quite able to look after all orders recently and could easily handle more business, nevertheless expressed themselves as being very hopeful for the immediate future. Some of those who are in very close touch with different conditions in all lines, ventured the prediction that a distinct improvement would be noticed in January or February, and that 1914 would be an excellent business year.

The daily papers and the financial press have, for months past been full of references to the tight money situation and the contraction of business, generally. It is therefore very encouraging to hear some manufacturers say that business in 1913 has been fully as good with them as it has been in 1912, which was admittedly the greatest business year Canada has ever experienced.

As a matter of fact, some manufacturers find that their production this year has been greater than ever before, and one prominent steel manufacturer has said that the sales of his Company even in Western Canada have very materially increased this year.

A careful analysis of the situation, therefore, shows that a great deal of pessimistic talk has been indulged in, without any very good foundation, and, in many cases, business men who have been doing fully as well as last year, or even better, have been joining in with the general talk about money stringency, and thereby helping to destroy that confidence in business affairs which is the basis of all credit transactions.

It is reassuring that during the past three or four weeks, a distinct improvement has been noticed in collections. This does not mean that conditions are at all ideal, in this line, as yet, but money is undoubtedly coming in much more freely to meet trade obligations than has been the case for some months past.

During the present week, wholesale hardwaremen have found business somewhat quiet, but this may easily be accounted for by the holiday on Monday, and also by the continued mild weather which delays the placing of orders for winter goods.

Stove manufacturers report that the past week has shown considerable improvement in their line, and manufacturers of household staples, such as are marketed through the hardware trade, are experiencing much better orders this week.

One large manufacturing house which has its branches from the Atlantic to the Pacific, and is in very close touch with business conditions, told HARDWARE AND METAL this week that from Winnipeg east to the Atlantic, their business so far this year has been better than in 1912.

The most discouraging feature at the present time, is the low price of wheat, the markets having been hammered down by the unusually heavy receipts at Winnipeg, due to the early marketing of this year's record crop. Hundreds of farmers are said to be taking warehouse receipts and awaiting higher prices, but even at the low price which is being paid for wheat, millions of dollars will be put in circulation in the Western Provinces, which will go a long way to restoring business confidence.



What Other Hardwaremen Do

Christmas Trade and Methods of Securing Holiday Trade—Big Business in Stoves—Amalgamation Contest.

BIG BUSINESS IN STOVES.

Judging by the record stove sales that are being reported, the prediction made by Hardware and Metal some time ago that this fall would be a record breaker is proving correct. In our last issue we gave an account of a firm which disposed of sixty-five stoves in two days at their annual sale.

This record was established by a Brantford firm. The latest report is from Chatham, Ont., where the Williard Hardware Co. sold over thirty stoves during the last week in September, and nineteen stoves during the first week in October. The Williard Co. did not conduct a special sale, but pushed the sale of their stoves by arranging attractive window displays, newspaper advertising and a well arranged stock of stoves in the main store interior.

The Williard Hardware Co. have a particularly well laid out store, and special attention is paid to the stove department. The stoves are all displayed on raised platforms that extend down the centre of the store. Plenty of space is left between each stove in order that customers will have no trouble in examining all sides of the stoves on display.

The stoves are always kept in a bright and clean condition, and no goods are allowed to accumulate on the tops of the stoves. Show cards are always used for the purpose of attracting attention and giving information regarding the stoves offered for sale.

The firm have had a large sale of gas ranges, and find that the demand for the high-priced ranges is growing rapidly. In conversation with a representative of Hardware and Metal the manager of the Williard Hardware Co. stated that business had been exceptionally good with them, and talk of the money stringency had not affected trade in their locality.

CHRISTMAS TRADE.

During recent years the hardware trade has handled a large share of the Christmas trade. There is a growing tendency on the part of the gift-purchasing public to look to the modern hardware store as a place of business where artistic yet useful gifts may be purchased.

The public spend more money at Christmas than at any other time of the year, and as the Christmas trade is highly profitable, there is generally keen competition.

The gifts usually found in the hardware store are generally attractive in appearance, and in addition may be put to practical uses. Gifts of this kind are usually more appreciated than gifts where appearances alone are considered and the practical side of the articles overlooked.



In order to secure a large share of the Christmas trade it is necessary for the hardware dealer to get an early start. The public have to be made acquainted with the fact that the hardware dealer is catering to the Christmas gift purchaser, and in order to do this it is necessary to advertise and display the goods.

Many methods have been adopted by dealers to gain publicity for the gifts they have to sell. Some dealers depend entirely on window display and having goods well displayed, in silent salesmen, etc. Others use personal letters, circulars, and newspaper advertisements. All agree that special efforts during the Christmas season are found profitable.

The accompanying illustration shows a booklet sent out by R. C. Chestnut & Sons, Frederickton, N.B. The booklet was distributed throughout the city some weeks before Christmas, and the object was to impress upon the minds of the public the wisdom of buying useful presents.

The cover was printed in three colors, and the booklet contained illustrations, descriptions and prices of many lines of useful and ornamental Christmas gifts.

Lists in the booklet were classified under the headings of "Your Father," "Your Mother," "Your Husband," etc. Splendid results followed the distribution of the booklet.

With Christmas only eight weeks away there is not much time left for preparation, and dealers who have not yet started to prepare their Christmas campaign should delay it no longer.

AMALGAMATION CONTEST.

The B. C. Hardware Co. and the Island Hardware Co., of Victoria, B.C., recently amalgamated, have decided to carry on business after November 1 in the one stand, 717 Fort Street.

In order to reduce their stock they have commenced an amalgamation sale in the store they now occupy, and in connection with the sale they are conducting an amalgamation contest, the conditions and prizes of which are as follows:—

Conditions of Contest.

With every $1 purchase during our sale we give a numbered ticket, entitling the owner to a guess of the total number of nails contained in sealed glass jars displayed in B. C. Hardware and in Island Hardware windows.

Note.—Each guess must give estimated total number of nails in the two jars in one sum.

Jars will be filled and sealed by Messrs. A. C. Lindsay, of The Colonist staff, and W. G. Lemm, of The Times.

The nails will be counted on November 1, in the window of the B. C. Hardware Co., 825 Fort Street, and the above mentioned gentlemen will act as judges, whose decision will be final.

Of course, the correct or nearest guess wins the first prize, and so on until the twenty are distributed. In the event of a tie, the judges will arrange a disposition of the matter in the interest of the parties concerned.

No employees of the amalgamated concerns, or anyone interested in same will be allowed to compete.

Prizes Offered.

1st prize—A magnificent "Happy Thought" Range, as illustrated; tiled back, nickel-plated base, etc.; value $85.

2nd prize—One Set Brass Inkstands, with cut glass wells, value $25.

3rd prize—One Pair Brass Vases, value $15.

4th prize—Glass Water Pitcher, silver trimmings.

5th prize—Figured China Biscuit Jar, silver trimmings.

6th prize—One Silver Butter Dish, glass insets.

7th prize—One Biscuit Jar, glass insets.

8th prize—One Sugar Bowl, silver-plated.

9th prize—One Celery Jar, figured glass and silver trimmings.

10th prize—One Pickle Jar, figured glass and silver trimmings.

11th prize—One Sugar Bowl, figured glass and silver trimmings.

12th prize—One Butter Dish, silver-plated.

13th prize—One Sugar Bowl, glass and silver trimmings.

14th prize—One Pickle Jar, glass and silver trimmings.

15th prize—One Sugar Bowl, glass and silver trimmings.

16th prize—One Sugar and Cream Set, silver-plated.

17th prize—One Sugar Bowl, silver-plated.

18th prize—One Sugar Shaker, cut glass and silver trimmings.

19th prize—One Baby's Mug, silver-plated.

20th prize—One Pair Salt and Pepper, silver-plated.

The contest closes concurrently with the sale October 31. The 20 prizes are valued at $200. The firm are using large space in the daily newspapers for advertising the sale. Illustrations are shown and prices quoted on many of the lines on sale.

Seasonable Window Displays

There's money in your show window. Give your show window the attention it deserves and it will make money for you. A Cincinnati merchant says: "I am paying $140 per month store rent—$100 for the show window, and $40 for the store."

A very seasonable display can be arranged by using lanterns, lamps, burners, wicks, etc. The dark evenings at this season of the year create a necessity for these lines. A show card could be used to good advantage in pointing out the special features found in the lanterns displayed. Some of the features are as follows:—size of oil tank, special feature in connection with handle, extinguishing device, brass bowl, style of burner, consumption of oil and time of burning with one filling, etc.

At this season of the year a large number of householders are rearranging the locations of their stoves and pipes that have been idle since last winter. These householders will be greatly interested in a display of stove polish, pipe enamel, aluminum paint for pipes, small brushes, etc. Two or three old lengths of pipe partly re-varnished or partly re-finished with aluminum will attract attention. Do not forget that brushes are needed to apply the finishes and the display should include an assortment of moderate price brushes with price cards.

A display that will attract considerable attention can be arranged by exhibiting an assortment of apple-parers, a necessity at this time of year. A number of apples can be secured at small cost, these can be displayed on the parers in the various stages of peeling. A stand or rack will prove to be the most convenient on which to display the parers. A show-card quoting prices should also be used for many householders will readily purchase parers when they find out the small cost at which parers may be secured.

Fall housecleaning is now in full swing and the housewife is interested in house-cleaning necessities. There is such a large variety of housecleaning supplies that some very attractive displays can be arranged including, curtain stretchers, dustless mops, brushes, vacuum cleaners, carpet sweepers, wool and feather dusters, polishes, brooms and many other lines used during the housecleaning season.

Stove accessories should be prominently displayed at this season of the year. There is hardly a home but what is in need of some article needed in connection with the heating system, it may be a coal shovel, coal hod, ash sifter, ash can, stove lining, package of fire clay, stove board, flue stopper, collar, stove shovel, or any one of several dozen saleable articles.

Considerable window space should be devoted to stove displays. Do not overcrowd the displays and be sure to use attractive display cards to point out the special features in the stoves on display. Oil heaters are also deserving of window display space and large numbers of small heaters can be sold if properly featured.

Alarm clocks are needed more during the fall and winter than at any other season of the year. This line has become a popular seller with the hardware trade and the largest number of sales have been made through attractive window displays. Show-cards, if used properly, can be made to create many sales in this line.

Other lines for fall are roofing, ammunition, guns, auto heaters, metal shingles, cow ties, paints, apple pickers' supplies, fire sets, fenders, screens, etc.

Wholesalers Guests of Steel Co. of Canada

Inspection of Plant and Various Processes of Manufacture Proves Interesting to a Large Number of Hardwaremen — A Pleasant and Profitable Day Spent in Hamilton.

At the annual banquet of Canadian wholesalers, a full report of which appeared in the last issue of Hardware and Metal, Robt. Hobson, for the Steel Co. of Canada, invited those present to become the guests of the firm at Hamilton on Friday, October 17.

A special coach was attached to the 9.30 C.P.R. train and when the train pulled out of the Union Depot there was a large number of hardwaremen aboard. The special car was in charge of J. H. Webber and C. G. Knott of the Toronto branch of the Steel Company.

On the arrival of the train at Hamilton the guests were escorted in automobiles to the mammoth plant of the Steel Co. where the officers of the company showed the visitors through the plant and explained the various processes of manufacture.

Considerable interest was evinced by the visitors in the blooming mill, Morgan 18-inch continuous billet mill, Morgan combined rod and merchant bar mill which are equipped with what is said to be the most modern equipment procurable.

The smelter, screw works, wire and tack department were also points of special interest. A representative of one jobbing house was heard to remark, "I have been in the business for a good many years but this is the first opportunity I have had of seeing how screws are manufactured." Surprise was expressed by many present at the care exercised in preventing defective screws from being sent out. The visitors were shown how each screw is inspected before being sent out and when one sees the various processes through which the screws pass before being shipped out, he wonders how they can ever be sold at the price for which a package of screws may be purchased.

The manufacture of nails in the various sizes was also very interesting as was the making of bolts, rivets, etc.

The annealing of wire was a process thoroughly explained by the officials and the visitors were earnest listeners.

Another piece of equipment in which the visitors were intensely interested was a large magnet travelling on an overhead track and used in the scrap yards. The magnet would pick up articles as small as tacks, pins, nails, etc., or as demonstrated, would pick up 4 or 5 large rails at one time.

The visitors were also shown through the extensive offices of the company and the office systems employed were explained to the visitors.

There were many other interesting features explained by the officials conducting the visitors through the plant and a visit to the plant is the only way in which a person can gain an idea of the enormity of the enterprise and the modern equipment used.

After inspecting the plant the visitors were conveyed in autos to the Commercial Club where luncheon was served.

After ample justice had been done to the good things served, Robt. Hobson, general manager of the Steel Co., of Canada, took the chair and toasts to the King, Our Hosts, Our Visitors, were proposed and responded to.

Col. Gartshore, of the McClary Mfg. Co., spoke of the interesting and educational features in connection with the visit to the plant and stated that it was marvelous how iron and steel products could be turned out at such a reasonable price when the many processes of manufacture were considered. Turning to general manager Hobson, he jocularly remarked, "From now on I will always buy my goods from you———Providing, of course, that no one else has a lower price."

C. E. Britton, of Cowan & Britton, Gananoque, gave some interesting reminiscences of the early days in pioneer and manufacturing life in Canada.

General manager Hobson, of the Steel Co. of Canada, spoke of the pleasure it gave the company to entertain the visitors.

Wm. Starke, of Starke-Seybold, Montreal, thanked the officers of the Steel Co. on behalf of the jobbers and those present for the courtesies extended to the visitors. Mr. Starke also referred to past courtesies.

Norman Howden, of D. H. Howden & Co., London, Ont., in a neat speech stated that this was his first appearance at meetings of jobbers and manufacturers and that he hoped to have the pleasure of attending many more such meetings.

Mr. Callaghan, of the Steel Co. of Canada, spoke on the difficulties experienced by the manufacturer.

J. W. Dowling, of Caverhill, Learmont & Co., spoke of his impressions of Ontario and also of the pleasure it gave him to be a guest of the Steel Company of Canada.

Speeches were also delivered by Mr. Wells, of the Steel Co. of Canada, A. Jeanotte, Montreal, Victor Lemieux, of N. Lemieux & Fils, W. L. Edmonds, W. Wood, of Wood, Vallance & Co. Those in attendance were Robt. Hobson, general manager of the Steel Co. of Canada; Col. W. Gartshore, McClary Mfg. Co.; Col. J. B. MacLean, publisher Hardware and Metal; W. Starke, Starke-Seybold; W. H. Carrick, Hamilton Stove and Heater Co.; C. E. Britton, Cowan & Britton; A. W. Clarke, Canadian Yale & Towne; R. R. Coulson. Dominion Iron & Steel Co.; J. W. Dowling, Caverhill, Learmont & Co.; W. L. Edmonds, Canadian Hardware Stove and Paint Journal; A. E. Gilverson, Rice, Lewis & Son; H. P. Hubbard, E. C. Atkins & Co.; N. Howden, D. H. Howden & Co.; A. F. Hatch, Canada Steel Goods Co.; A. Jeanotte, Montreal; C. G. Knott, Steel Co. of Canada; Victor Lemieux, N. Lemieux & Fils; Max Morell, Dominion Iron and Steel Co.; C. A. Birge Steel Co. of Canada; Geo. Boyd, Steel Co. of Canada; J. B. Reade, Kennedy Hardware Co.; W. A. Rowland, Steel Co. of Canada; W. C. Springer, Springer Lock Co.; W. J. Vallance, Wood, Vallance & Co.; T. B. Williamson, H. S. Howland Sons & Co.; J. H. Webber, Steel Co. of Canada; C. A. Whitwam, Hobbs Hardware Co., London, Ont.; W. Wrigley, Canadian Hardware, Stove and Paint Journal; W. Wood, Wood, Vallance & Co.; J. Orr Callaghan, Steel Co. of Canada; G. S. Spence, Steel Co. of Canada; H. H. Champ, Steel Co. of Canada; Mr. Wells, Steel Co. of Canada; C. Birge, Steel Co. of Canada; G. D. Davis, Hardware and Metal.

PILKINGTON'S GLASS FACTORY.

Work on the new glass plant of Pilkington's, Ltd., at Thorold, Ont., is advancing, the foundations for nearly all the buildings having been completed. The steel framework, which is 200 x 90 feet, with a wing 100 x 90 feet in size, is well on to completion, and the excavations for the furnaces have been commenced.

In what is known as the "flattening" building, the steel girders are being erected on one side. This building will be 250 x 200 feet. A building for the production of gas and two large storage buildings are also to be constructed, and the excavation will begin soon. Railway switches are laid into the property, and a trestle to be used in unloading of coal is being built.

Good Window Displays Will Sell Tools

May Bros. Get Good Results from Window Displays—Tools Are Always Seasonable—Experience of Howard Furnace Co.—The Show Window is an Important Factor in Business Success.

May Brothers, hardware merchants, West Toronto, believe that one of the most powerful advertising factors at the command of the retail hardware merchant is the show window.

The firm in question have two show windows both of which are always used for displaying seasonable goods.

The members of the firm state that they have had excellent results from the efforts expended on their show windows and can cite many instances where direct sales have been made from window displays. The displays are changed regularly and no display is allowed to become disarranged or old in appearance.

The accompanying illustration shows a display which recently appeared in one of May Bros.' windows. In this display mechanics' tools were featured. The firm enjoy a large trade in tools and their success in this line has been built up largely through the medium of the show window.

Tools comprise a line that is seasonable at all times during the year and it has been the experience of this firm that mechanics are always interested in a good display of tools.

A large portion of the firm's tool trade is in machinists' tools and this line is strongly featured in every tool display. The accompanying illustration shows an array of machinists' tools including a revolving case of tools that is placed in the centre of the window.

Carpenters' and masons' tools are also featured in tool displays, for the section of the city in which this firm is located is growing rapidly and a large number of carpenters and masons are employed in the vicinity.

The trade of many of these workmen has been secured as a result of displaying tools in which they were interested.

This firm not only believe in arranging attractive displays but they also consider it necessary to have a store front with a good appearance and for that reason paint is often applied in order to give the store front a distinctive appearance. Clean windows are also an important essential in the appearance of an attractive store front.

There are many firms in the hardware trade who have found their show window to be the best tool-trade puller at their command. The Howard Furnace Co., Yonge St., Toronto, confine almost all their attention in the hardware department to the sale of tools. The manager, Mr. Hughes, informed a representative of Hardware and Metal that they attributed the success of the tool department largely to the results obtained by displaying the tools in the show window and using show cards on which prices are quoted. Tools are an all-year-round seller if they are properly displayed. They are also a profitable line to handle and when high grade tools are sold they will generally give satisfaction to the user. The windows can be used with good success in pushing the sale of tools.

The show window is an important factor in business success and it should have the same careful study and attention that other branches of the store receive.

Industrial Notes.

Walkerton, Ont.—A foundry will be erected here by Isadore Ellinghausen.

Regina, Sask.—The Regina Plumbing and Heating Co. are erecting an addition to their warehouse.

Windsor, Ont.—The Swedish Crucible Co. are erecting a plant here, and will manufacture automobile forgings.

Collingwood, Ont. — The Imperial Steel and Wire Co. commenced operating their nail and wire mill this week.

Port Arthur, Ont.—The Port Arthur Wagon Works are contemplating the erection of an addition to their present plant.

Welland, Ont.—The Canada Forge Co. have begun work on a new transformer house, which will double the capacity of their present one.

Esquimalt, B.C.—The B. C. Pottery Co. has plans under way for the construction of a new plant on the site of the old factory recently destroyed by fire.



Display of tools in May Bros.' window, West Toronto.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

A Traveller in Western Canada

One of the fine features of a new country is the possibility of finding Old Timers who are yet young in years —men who saw the country starting, have witnessed the wonderful development, and who, being still in their prime, expect to see a still greater advance. These men can tell of the early days, keeping the perspective of the present. Such a man is Gerald J. Simpson, who for the better part of 17 years, has represented G. F. Stephens & Co. through Western Canada, and who was in the West for some time before he became actively connected with the paint business.

There are centres in the East where 17 years has not marked a tremendous change, but this period in the prairie provinces has brought about as great an advance as could be imagined. For this length of time Mr. Simpson has been covering the country. He has seen Saskatoon start. Prince Albert he has watched grow to an important distributting point, and Edmonton from almost nothing has become a large and strong city.

Winnipeg during these years has also grown amazingly. Values have jumped, doubled and quadrupled. It is interesting to know that Mr. Simpson, a number of years ago, bought 150 feet on Smith street for $3,500. This he sold very shortly for $5,500, being pleased with the profit; yet he saw the purchaser turn over the land for $7,000; and only a few months ago noted that the same piece sold for $700 a foot or $105,000.

Mr. Simpson traveled over the C.P.R. when Brandon was the terminus, and right here might be mentioned one instance of the early days in Brandon—an instance which shows very clearly the knowledge, or lack of knowledge, of the West which was then held by many in the old provinces. Mr. Simpson was in Brandon at the time of the Northwest Rebellion, and he, with the other young men, was delighted one day to find that the Imperial Bank had sent to their branch a supply of Colt revolvers and ammunition — this to enable the staff to defend the bank property against the rebels. As the fighting was going on near Edmonton, it was generally considered that the ammunition was not particularly needed, and of an evening the young men used this for target practice on the outskirts.

It is small wonder that Mr. Simpson has been greatly interested in the West. It was his father who made the Treaty with the Indians at the time of Confederation, and his uncle, Sir George Simpson, was for years a factor of the Hudson's Bay Co., and was governor of Ruperts Land under the Imperial Charters—this was the Sir George Simpson who made the first overland tour of the world.



GERALD SIMPSON.

Every man seems to be filled with the idea that his own particular business is the most exacting and arduous. Travelers are no exception, for never was there a Monday morning that several did not get together to lament necessary drives and stop-overs. What would these men think, however of a 190-mile drive across the Birch Hills. That, some will say, is a thing of the distant past. Such would be the general impression, yet it seems that but nine years ago the only way to get to Melfort, an important business section, was to drive from Prince Albert, and this was just short of 200 miles. Doing this in rough weather must have been no joke. Mr. Simpson, while admitting that he has made the trip many times, has very little to say about it. That there was great danger he denies, stating it was a case of inconvenience rather than risk.

Inconvenience! yes, a little. A traveler of to-day would be inclined to think once or twice before starting on this journey, yet, according to Mr. Simpson, with an axe and a rope and some matches — the three necessities which were always carried — a traveler who was overtaken by night even in the severest weather could always build himself a shelter, light a fire, and so, with the added protection of his up-turned sleigh, remain in safety until morning. Mr. Simpson who can say less about himself in a longer conversation than can the average man, admits that he was forced to remain on the prairies in this fashion a number of times. It was in the day's work, however, and seems to have been regarded only in that way. Certainly the exposure has brought no ill effects to the subject of this sketch; yet he is probably glad that the C.N.R., the Beulah Branch, and the G.T.P. make the long drives unnecessary.

It is Mr. Simpson's delight to sell goods, yet he has other pleasures, and fortunately for him, can combine these very happily with his business. It is a great country for sportsmen, is the West. Only recently the chicken season has opened, and from now on Mr. Simpson will go few places without his gun. Men with whom he has dealt for years, wait for him, and take a half day off to go after the chickens or the ducks. At the present time Mr. Simpson has quite a shooting programme out-

(Continued on page 45.)

Man's Ideal City

The healthy mind divides life into two distinct conceptions: one is the world of our everyday affairs, the world of actual contact with things; and the other is the world of fancy, the kingdom of our mind or the ideal city of our better self.

In our ideal city live our ideal men and women, and it is here that we do things the ideal way. These two conceptions, though entirely distinct, reflect on each other to such an extent that **a man who may be classified as an idealist or a mystic is oftentimes strictly and severely practical.**

To be practical means to co-operate with the laws of nature, and this means to travel toward the ideal city, the ideal business, toward that degree of perfection where we do things the ideal way. This applies not only in business affairs, but in our relation with other men—in our mental and physical conduct; so there is a practical idealism and every man who has accomplished things worth while is first and foremost an idealist.

Every healthy, normal man can build a world in which he may live independently; a kingdom of his own of which he is the ruler; a world in which he may enjoy the finest companionship, the companionship of his own beautiful aspirations; the companionship of the people he has created for his ideal city.

History has supplied us many examples of idealists who were practical men. Such an example we find in Pericles, the man who made Athens the most beautiful city of all time. Athens, the ideal city, existed first in the mind of Pericles; and we are still learning from the Athens that existed two thousand and three hundred years ago; we are still studying her architecture; still finding inspirations in her sculpture, literature and government.

The city of our mind is the city we build for ourselves, and this city is merely a beautiful conception we evolve to represent the finest, cleanest and most natural moments of our lives.

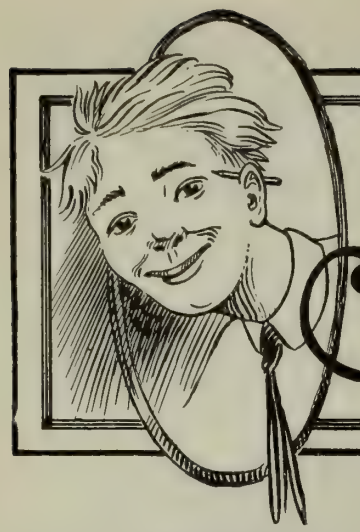
Every man should have an ideal and should live as nearly as possible an all-round, beautiful life —at least, he should have a clear understanding of what a life of this kind really is. Our ideal represents the best we know and understand, as this creation of mind is the result of crystallized experience, plus our poetic vision. Every man should have a high conception of conduct, a clean conception of business, of relation between himself and his fellows.

Most men who have accomplished things have come through a crucible of experience, which has in most cases evolved an idealistic conception of life at a very early period. This is a condition of mind which takes hold of us at an early age—that stands first and foremost in all the things we do and say.

We often say, 'this man is **great,** a man of **genius,** a man of **size**'—and we are right; because this man formulated an ideal, away back in the beginning of his life, and has driven straight ahead until that early ideal has been realized. So, happy is the man who builds an ideal city, for **without an ideal, life is vanity, work is drudgery, responsibility** is slavery.

Efficiency

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THE JUNIOR CLERK'S PAGE

STOVE SALESMANSHIP.

Written for Hardware and Metal by H. M. Bolger, of the McClary Mfg. Co., Eastern travelling staff.

At this particular time of the year, there is always a large and rapidly growing demand for stoves, and the prospective dealer as he reads this, feels and knows that he has neither the time or the inclination to read vague and uncertain notices which appear from time to time without any other recommendation.

Know with whom you are dealing is the most essential point in any line of business, and the company is conducted not in the haphazard fashion of former years, but on a purely scientific basis, who specialize in this line, and always looking for improvements to meet the increased demands; and as a general rule you are satisfied with such recommendations as they furnish.

It is apparent that a company who do not specialize in any line will turn out to a great extent goods that are uncertain, arouse suspicion, and are, therefore, unstaple, and it does not pay to handle them no matter what strong inducements are held out.

It is difficult to instance the best way to sell a stove, as each particular buyer will require to be handled as the case presents itself.

For a specific instance, however, I might mention only recently a young man who had several years' experience in the stove business opened up a store on his own account in a small town, and I chanced in one evening to call on him, when a lady presented herself who was in the market for a good range. The young man knew the different parts of that range from A to Z, and the quality of the material thrown in. He poured forth such a fusilade of incessant talk that it would certainly have qualified him for a position at any convention hall; but what happened: he had ignored and confused his customer, and he lacked the most material point in the whole transaction, and that is, closing the order. Now it is a well known fact that when it comes to buying a stove, a large proportion of the ladies possess a great deal of useful information and in this case instead of endeavoring to lead his customer on, he had talked clean over her head. In selling goods you require to be somewhat of a judge of human nature, and then you will never know when it will develop something not to have been expected.

Again, we sometimes hear of stoves that do not work, as it were, but it is a hundred to one shot that when a stove leaves the foundry, it is complete.

Another specific case enters my mind. A customer ordered two ranges, one baked to perfection and the other was quite the reverse, but upon a close inspection of the house chimney we found it only run up as far as the roof, but when a chimney cap had been put on there was no further complaint.

It is evident that in the vast majority of cases, stoves when shipped will be found intact, and the trouble, if any, will be found in the chimney.

A tendency which is fast disappearing, and happily did not to any great extent make much foothold, was the appearance of the showy or ornamental stove, the special feature of which was to adorn the exterior with mirrors and nickel. Their success was short-lived, as apparently the busy housewife found out very quickly, that it would take up too much of her time keeping it clean, and what she really required was a stove that would bake efficiently with commensurate economy of fuel.

Now, again, some dealers will tell you, yes we sell stoves, but only from catalogue. We leave it to your own good judgment, can you sell a stove quicker or easier on your floor or from a catalogue? With the former you are what we might call, equipped, and are in a position to make a personal introduction, and if you pursue and display the same interest you follow in other lines, the chances are you will sell stoves.

REMARKS OF THE JUNIOR CLERK.

The successful man never tells you what he is going to do next.

* * *

Do you sell the goods or just pass them over the counter.

* * *

The success of the self-made man is due to self-made opportunities.

* * *

An optimist is a man who lays by a little sunshine for a rainy day.

* * *

Success comes to him who goes after what the other fellow is waiting for.

* * *

If you didn't get what you want be thankful you didn't get what you didn't want.

* * *

An optimist has been defined as a man who doesn't look at the inside of a sandwich.

* * *

Don't say, "There's something just as good." That phrase does not sound right to a lot of people.

* * *

This is the winter of discontent for the ice-man who can't sleep for calculating the coal-man's profit.

* * *

Some people always arrive as if living according to that antiquated axiom, "Better late than never."

* * *

The average man expects a pound of gratitude in exchange for an ounce of charity.

* * *

Your opinion is all right in the estimation of others if you happen to think as they do.

* * *

The love of money may be the root of all evil, but the love of baseball produces a multitude of rooters.

* * *

It may be more blessed to give than to receive, but the average man would sooner pose as the catcher than the pitcher.

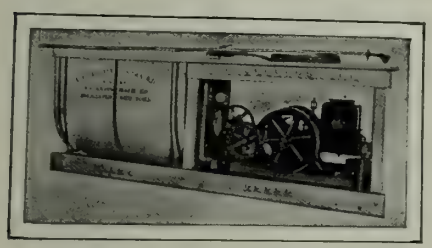
New Hardware Goods

LITTLE GIANT SPRAYER.

The W. C. Atkins Machine Co., Rochester, N.Y., are offering the trade the Little Giant Jr. Power Sprayer No. 22, here illustrated.

This sprayer it is claimed has a 100 gallon clear heart cypress tank which, full of solution weighs about 1,500 lbs., or 700 lbs. when tank is empty. It will fill an ordinary one-horse truck and can be handled with no difficulty on side hills, or in the spring when the ground is soft.

On this rig is mounted, it is claimed, a first class 1½ horse power engine. The pump plungers are 2 inches in diameter, with a capacity of 4 gallons per minute, supplying four nozzles at 100 to 200 lbs.



pressure. The pump is easily drained in freezing weather and the valves are easy to get at.

The pump is equipped with a clutch that permits the pumping to be stopped instantly without stopping the engine or interfering with the action of the agitator. This feature allows the engine to be started without the pump being attached, so that the solution may be thoroughly mixed before spraying, and permits constant agitation of the solution whether spraying or not.

NEW WINCHESTER SHOT GUNS.

The Winchester hammerless repeating shot gun, Model 1912, which was originally made in 20 gauge only. The new gun has the same features as the original 20 gauge gun.

Like the 20 gauge, not only are the breech bolt and firing pin made of steel, but also the receiver, barrel and all working parts. This, it is claimed, makes it exceedingly strong. The gun only weighs about 6 pounds. The gun has a handsome and well-finished appearance, as the receiver is free from all screws, pins or other projections. Its solid nickel steel breech and cross bolt trigger lock make it an extremely safe gun to handle.

The receiver is matted along the line of sight to facilitate aiming; the black walnut stock is made with a full comb and its action balance and shooting qualities are claimed to be all that could be desired.

It is a two part take-down, made with a 26-inch nickel steel barrel chambered for 2 9-16 inch shells, the standard 16-gauge length and holds six shots.

The Winchester single shot 20 gauge shot gun is made in both solid frame and take down styles, and has 26 inch nickel steel barrel.

The action is similar to that of the Winchester single shot rifle. Its action is said to be light and easy.

This gun is fitted with a straight grip stock and forearm of black walnut and a rubber butt plate. The receiver is matted along the line of sight. Interchangeable barrels can be furnished for take-down guns. This gun is chambered for shells up to 3 inches in length and weighs about 5½ lbs.

POULTRY FOUNTAINS AND COOPS.

The Tri-Angle chicken coop and fountain are new lines being offered to the trade by Henderson and Richardson, Montreal, Que. The Tri-Angle chicken coop is claimed to be rain-proof, rat-proof and all metal.

It occupies a floor space 21½ x 17 inches and weighs 14 lbs. It is claimed that on hot nights you can lift out the netting front and slide it in upside down with the result that the chicks are absolutely safe from rats and weasels, yet are as cool and comfortable as if in the open air. The top of the coop slides back so you can reach the hen and chicks without stooping.

The top can be left back to let the coop dry quickly after washing. The coop is made of strong galvanized iron throughout and can be folded flat for storing in winter.

The coop is thoroughly ventilated and has a storm cover which slips into netting groove, thus affording complete protection in rough weather.

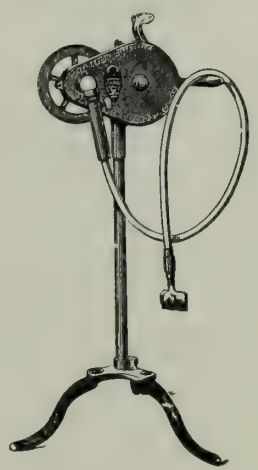
The Tri-Angle automatic poultry fountain is also made of galvanized iron. It is claimed that it cannot burst from freezing and will not overflow. The fountain may be warmed without any danger of breaking and there is said to be no danger of chicks drowning when drinking.

The fountains are made in one, two and three gallon sizes.

POWER CLIPPER.

The power clipper here illustrated is manufactured by the Barton-Gillette Horse Clipping and Sheep Shearing Co., of London, Eng., and is being offered to the Canadian trade by Henderson & Richardson, Montreal, Que. The clipper has a closed gear, and is a chain driven machine.

It is claimed that the flexible tube



will stand the wear and tear in a stable where accidental pressure often happens to a tube. The clipper, it is claimed, attains a high speed, and the bends to the tube can be made very acute.

BIOGRAPHICAL.

(Continued from page 42.)

lined. He will not waste much time while waiting for trains.

Shooting is his present amusement, but a few years ago oarmanship occupied a good deal of his attention. Anyone who knows rowing, knows that Winnipeg has one of the finest clubs on the continent. Winnipeg is the only club on the continent which has succeeded in bringing the Steward's Cup from Henley. They expect to bring this to Canada again before long, and if they do Gerald J. Simpson will be among the old oarsmen who will cheer for the victors.

By the way the accused in this article was born in Sault Ste. Marie. He recently gave up his ranch at Cannington Manor, and is now living at Neepawa, but he will not be there much during the chicken season.

Current News of the Hardware Trade

Hardware Firm Secures Contract.

A. G. Dobbie Co., Brockville, Ont., have secured the contract for the electric wiring and fixtures for the new post office at Gananoque, Ont. The electrical fixture department is a growing one with a large number of hardware dealers.

Fire Losses.

Belmont, Man.—Fox Bros., hardware and furniture, have suffered a fire loss.

Regina, Sask.—The department store of the Regina Trading Co. has suffered a fire loss.

Toronto, Ont.—The foundry of R. Bigley Co., Ltd., Macdonell Ave., was badly damaged by fire.

Companies Incorporated.

Richardson Scale Co. of Canada, Ltd., capital $50,000, head office Bridgeburg, Ont., to manufacture and deal in scales and machinery of all descriptions.

The Parsons Motor Car Co., of Canada, Ltd., capital $500,000, head office Windsor, Ont., to manufacture and deal in autos and auto accessories.

Death of Hardware Traveller.

Thomas Henry Treleaven, of London, Ont., a well known traveller, died at his home in that city last week.

The deceased, who was 27 years of age, was formerly in the employ of D. H. Howden, wholesale hardware, but later went with the Miller-Morse Hardware Co., of Winnipeg, with which firm he was associated until the time of his death.

Business Changes.

Francis, Sask.—J. W. McLeod has removed his hardware business to Limerick.

Edmonton, Alta.— Young & Barry, tinsmiths, have been succeeded by Barry & McClure.

Gravelbourg, Sask. — Lameroux & Cote, have been succeeded in their hardware business by Cote & Busch.

Victoria, B.C.—R. Smith, hardware and plumbing, has disposed of his hardware department to A. & H. John.

Berlin, Ont.—The Gross Garage and Electrical Co. have dissolved partnership. The business will be continued by William E. Mitchell.

London, Ont.—J. E. Young, hardware merchant, has announced his intention of retiring from the retail business and is conducting a sale of his stock.

Victoria, B.C.—The British Columbia Hardware Co. and the Island Hardware Co. have amalgamated under the style of the British Columbia Hardware Co.

New Firms.

Nottingham, Sask.—T. G. Ellis is starting a hardware business.

Grenfell, Sask.—R. W. Lauder has opened an electrical supply store.

Grenfell, Sask.—Fred. Myles has started an electrical supply business.

Port Arthur, Ont.—The Port Arthur Hardware Co. has started business here.

Dewar Lake, Alta.—W. H. Brumwell is starting a hardware and furniture business.

Fort Frances, Ont.—The Canadian Plumbing Co. has started business under the management of C. A. Long.

Personals.

H. Pitts, of Cornwall, Ont., recently made a trip through Western Ontario.

Montreal, P.Q.—J. C. Newman, Montreal manager for McClary's, was in New York recently.

T. P. Mason, managing director of Shaw and Mason, metal workers, Sydney, N.S., is dead.

Montreal, P.Q.—Mr. Foster, of Stewart & Foster, Toronto, was in Montreal last week.

A. F. Mack, of the United States Steel Products Co., Montclair, N. J., was a visitor in Vancouver last week.

L. B. Howard is making a trip through the Western provinces and is selling the Diamond Day line of furnaces.

Montreal, P.Q.—B. G. Smith, president of the Smith Hardware Company, was in New York over the holiday.

The friends of T. H. Purdom Jr., of the Purdom Hardware Co., London, Ont., are congratulating him on the arrival of a son.

Montreal, P.Q.—Geo. Caverhill, of Caverhill, Learmont & Company, celebrated his fifty-fifth birthday on Saturday last.

A. Yungblut, of the hardware firm of Seed & Yungblut, Vermillion, Alta., is in Banff, Alta., undergoing treatment for rheumatism.

H. C. Opie, representing Alexander Gibb, of Montreal, is at present on a trip through the Maritime provinces and Prince Edward Island.

Mr. Higgins has been a reader of Hardware and Metal for a good many years and states that it is the hardwareman's favorite paper in the West.

Montreal, P.Q.—H. A. Croxall, general manager of The National Hardware Company of Orillia, Ont., was in Montreal last week on his way to New York.

Montreal, P.Q.—Mr. Gallagher, of the Union Hardware Company, Torrington, Conn., who has been visiting Montreal for the past twenty-five years, was here last week.

W. F. Macpherson, Prescott, first vice-president of the Ontario Retail Hardware and Stove Dealers' Association, spent a week in Chicago attending the Illinois Hardware convention.

Montreal, P.Q.—Frank Tobin, who was here for a couple of weeks in connection with the Retailers' Exhibition, which was held in the 65 Armory, left last Tuesday for Woodstock, Ont.

C. Higgins, of Transcona, Man., was a visitor in Toronto last week. Mr. Higgins is in the hardware business in Transcona and has been associated with the hardware trade in the West for the past twelve years.

A. E. Dykes, general manager of the Ashdown Hardware Co., Winnipeg, left this week to attend the annual convention of hardware men at Atlantic City. He is spending a few days at French Leik, Indiana, en route.

D. A. Christie, of the Christie Bros., Ltd., Owen Sound, is spending a two weeks' vacation at Johnstone Harbor, trolling for salmon trout. "Dave" is an expert fisherman, and from the latest reports is meeting with considerable success.

Montreal, P.Q.—Among the manufacturers' representatives who visited Montreal recently were the following: H. C. Roth, of L. S. Starrett Company, Athol, Mass.; G. C. Wiltshire, of F. H. Noble & Co., Chicago; G. A. Paine, of A. J. Reach & Co., Philadelphia; A. H. Toye, of Herbert, Kershaw & Co., Birmingham; W. Hirst, of Tonks, Limited, Birmingham; D. J. Baldwin, American Ring Company, New York; F. C. Hatch, Martin Manufacturing Company of Whitby, Ont.; J. A. Sutherland, Taylor Instrument Co., Rochester, New York; D. R. Hall, W. D. Allen Manufacturing Company of New York; F. W. Dart, A. B. Hendryx & Co., New Haven; F. Mack, W. H. Sweeney Mfg. Co., Brooklyn, New York; R. F. Way, The Armstrong Manufacturing Company, Bridgeport, Conn.

Montreal, P.Q.—J. H. Roper & Co., Coristine Building, Montreal, have been appointed agents in Ontario and Quebec for Alfred Field & Co., of Sheffield and Birmingham, manufacturers of cutlery and general hardware. This firm's goods are known to a goodly portion of the Canadian trade, having done business in Canada for fifty years, but with resident representatives they intend to make their goods better known among the trade.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

There is little change in market conditions in hardware this week. Firmness is shown in the metal markets. Linseed oil has declined 3 cents per gallon and turpentine has advanced two cents per gallon. Glaziers points have advanced one cent per package. The stove trade has picked up considerably, but cooler weather would cause activity in all branches of the trade.

MONTREAL.

Montreal, October 22, 1913.—Business continues good in all branches of the hardware trade, and although this week is one day short, on account of the Thanksgiving Holiday, wholesalers do not report that any falling off is noticeable and as far as orders are concerned, Tuesday's mail contained as many as is usual on two ordinary days. For fall goods there is a steady demand. Weather strip and window felt are moving very freely, while ammunition is in good demand. The holiday brought many repeat orders for ammunition although on account of the very poor weather retailers state that their sales were not what they should have been. Deliveries are already being asked for on skates, hockey sticks and similar lines while axes and handles as well as cross-cut saws and logging chains are in good demand for lumber camps which are now opening up. There is a steady call for silverware and table cutlery, while orders for Christmas trade in such lines as electric toasters, percolators, irons and so forth, are numerous. In the matter of cutlery a rise in prices would, by no means, be a surprise owing to the unsettled conditions in Sheffield. The cutlery workers have demanded higher wages, and the answer of the manufacturers was to be given on the 22nd of October, otherwise a strike was to be called. If the result is that the higher wages are paid, which will probably be the case as cutlery workers are hard to find, it will be almost sure to result in an advance in prices. There are only two price changes to be noted this week, one is the 1906 Model Winchester rifle on which the resale price has been altered to $10.75, and the other change is Glaziers Points which were selling at 7c a paper with a discount of 5 per cent. The new discount is 8c a paper less 2½ per cent.

In the metal market things are in about the same condition as last week. A few changes are reported but none of any great importance.

Tin.—The rise which was predicted last week has not yet taken place locally although it did take place in the London market. Last week's price of £184 15s. advanced to as high as £186 15s., but since that time it has again declined until it is now lower than ever at £183 17s. 6d. The New York quotation is from $40.15 to $40.37½, according to quantity, while the local price of $46.00 remains good for small quantities.

Spelter.—The market here appears to be in a pretty weak condition and although the London quotation of £20 10s. is unchanged from last week, it is thought that lower prices will soon prevail.

Lead.—Although the London quotation of $20.10 is higher than last week's figure, prices have not changed locally, but an advance here looks to be very probable. Lead is very scarce and the demand very good. A good deal of ore comes from Mexico and the conditions there at present are stopping that source of supply to some extent. This, however, will not be felt immediately. Locally, the price for lead is $5.75.

Copper.—Copper was quoted last week at £71 10s. Since then it has been going up steadily until to-day's quotation is £74 17s. 6d., which is more of a normal level. The world's supply of copper and its consumption are about equal, and it is thought that the trend of prices will be rather in an upward direction than in a downward. Locally, copper is selling at $17.75.

Iron.—Iron has again eased off in the London market from 52s. 1d. which was last week's quotation to 51s. 10d., the present figure. The market is easy and lower prices are looked for.

In the stove and heating trade business is very good. Furnaces and radiators are selling exceptionally well. This may appear strange in view of the fact that building operations have been discontinued to a large extent, but it must be remembered that while fewer new buildings are being started that there are still a large number being completed and it is these that are causing the call for heating goods. It is noticed that quite a number of firms are advertising for plumbers and steamfitters, while one Montreal wholesaler states that in one week he received several requests from out of town firms as to where reliable steamfitters could be obtained. In the stove business things have been more or less quiet owing to the absence of any decided cold weather. Some stoves have been sold but a cool snap is needed to start things going in earnest.

TORONTO.

Toronto, October 22.—Business in hardware continues fair although cooler weather would have a tendency to create a brisk movement in many lines of fall and winter goods. The few cool days experienced during the early part of the week caused considerable activity in stoves and retailers report that sales were brisk.

Cooler weather, however, would help stove dealers considerably and there will, no doubt, be a big rush of business with the arrival of the first cool snap. Stove accessories such as stove pipe elbows, coal hods, ash sifters, fire shovels, fire clay, etc., are moving freely.

Metal.

All metal markets this week have exhibited considerable strength, prices are still erratic and fair business is being done in small lots.

Tin remains unchanged and is in fair demand in small lots. Copper is strong and has advanced ¼ cent per lb. Iron and spelter remain unchanged.

The lead market continues to show strength and an advance of 15 cents per 100 lbs. has taken place.

Wire Nails, Etc.

Wire nails are quoted at $2.25 base in Toronto. Soft galvanized wire in small lots is being quoted as follows:—No. 9 at $2.43 per 100 lbs.; No. 10 at $2.75 per 100 lbs.; No. 12 at $2.58 per 100 lbs.; No. 13 at $2.73 per 100 lbs. Coil spring wire: No. 9 at $2.48 per 100 lbs.; No. 12 at $2.68 per 100 lbs.

Barb wire remains unchanged at $2.42½ per 100 lbs. O-A wire remains at prices shown in current market quotations.

Advance in Points.

Glaziers points have advanced in price and are now quoted at 8c per pkg., less 5 per cent.

Rope, Twine, Etc.

Orders are being accepted for delivery up to April 1 at present quotations with prices guaranteed. Pure Manila is quoted at 16½ cents base; British Manila and Arican hemp at 12½ cents base; Sisal, 11½ cents base. Binder twine is also being booked for next season but prices will not be issued until February.

Cutlery, Etc.

A large number of cutlery orders are being shipped, these orders are principally goods ordered for the Christmas trade.

Silver-plated ware is also selling freely.

Stoves, Etc.

During the early part of the week the demand for stoves picked up considerably on account of the cooler weather experienced.

The demand has again dropped off slightly but will pick up again with the advent of cool weather. Enamelware, tinware and aluminumware are moving freely.

Iron Pipe.

The revised prices on wrought iron pipe are as follows: Net per 100 feet in random lengths; Terms 2 per cent. cash discount if paid in 30 days or sixty days net:

Standard Wrought Buttweld Pipe.

	Black.	Galvanized.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe.

	Black.	Galvanized.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

Electrical Goods.

With the advent of fall weather there is a demand for electric radiators for use in heating small rooms, etc. Toasters, irons, disc stoves, fry pans, electric chafing dishes and coffee percolators are also selling rapidly.

The fall house-cleaning season has created a good demand for electric vacuum cleaners, and some dealers are working up a nice trade in these lines. There is a growing demand for electrical goods of all kinds, and, as prices have reached a reasonable stage, the public are buying liberally.

WINNIPEG.

Winnipeg, Oct. 22.—The movement of the crop continues in unprecedented volume, and the continued heavy receipts at Winnipeg have exerted a bearish influence on the world's markets. The steady decline of prices of the last week has not favored business enterprises, and is bringing about a conservatism that was being rapidly dissipated.

There is no denying that present prices leave but a small margin of profit for the farmer. At the same time there has been an immense amount of crop money distributed, and collections are showing a satisfactory improvement.

Hardware men report a fair volume of business, and what may be called winter lines, such as skates and other recreation and sporting goods. The trade in builders' supplies is in much the same condition as a week ago. There is still a good deal of residential building going on in the city, and a fair amount throughout the West. There will no doubt be considerable building activity for another month, and prospects are considered good for another year.

There is still a good deal doing in stoves, ranges, heaters and furnaces and furnace supplies and repairs. Cooler weather and sharp frosts at night are giving a seasonable impetus to the trade.

In paints and oils there is a seasonable reduction in business, as is usual at this time of the year, but there is a brisk trade in window glass and glaziers' supplies.

Houses handling plumbing lines report considerable activity.

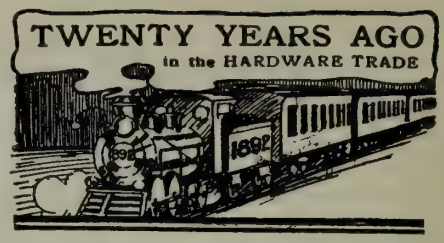
CATALOGUES AND BOOKLETS.

Horse Specialties.

G. L. Griffith & Son, Stratford, Ont., have issued a twenty page catalogue illustrative and descriptive of their line of horse specialties including leather and web halters, hame straps, rope and cable traces, rope ties, check ends, etc. Copies of the new catalogue will be mailed on request.

Revolvers, Guns, Bicycles.

Iver Johnson's Arms and Cycle Works, Fitchburg, Mass., have issued their new 1914 catalogue of revolvers, shotguns, motorcycles, and bicycles. It is an 80-page booklet, bound in stiff board covers, fully illustrated, and containing a frontispiece in three colors. Several new features are shown in their 1914 bicycle line. Copies of the new catalogue can be obtained upon application to the company's headquarters in Fitchburg.



The following items were taken from the issue of October 28, 1893:—

"The forging department of the American Axe and Tool Co., East Douglass, Man., was burned Saturday, with a loss of $200,000."

* * *

"A. Lawrie, of Forest, has sold his hardware business to D. C. McIntyre."

* * *

"The McClary Mfg. Co., London, Ont., have received first prize for their exhibit of tinware at the World's Fair."

Editor's Note.—The McClary Mfg. Co. are still located in London, and have branches in many parts of Canada.

* * *

"F. F. Skinner, treasurer of the Gurney Foundry Co., is in Boston."

Editor's Note.—Mr. Skinner is still associated with the Gurney Foundry Co., and pays regular visits to Boston.

* * *

"S. Frankel, of Frankel Bros., arrived in Toronto Wednesday morning after a six months' trip to Europe."

Editor's Note.—Mr. Frankel is still associated with Frankel Bros. in Toronto.

* * *

"Among the out-of-town merchants noticed on the street this week were: Mr. Vanzant, of Markham; A. D. Carly, of King; J. McLelland, of Balacroix; H. Keys, of Weston.

Editor's Note.—Mr. Keys is now a member of the firm of Keys & Bull, hardware merchants, Weston, Ont.

* * *

"S. S. Martin, of Rice Lewis & Son, is in Chicago attending the World's Fair."

Editor's Note.—Mr. Martin has retired from active business, and is living in Toronto.

HARDWARE FIRM WANTS CATALOGUES.

The stock of the Fallis Foote Hardware Co., Port Arthur, Ont., has been destroyed by fire, and the firm would like to receive catalogues from manufacturers and jobbers.

CONDUCTING SUCCESSFUL STOVE DEPARTMENT.

(Continued from page 35.)

enamelware, tinware, and aluminumware, during the quiet winter months. As soon as the Christmas rush is over the firm start a sale of these lines and by energetic efforts they are always able to dispose of large quantities of goods in the enamelware department.

The accompanying illustration shows a view of the stove department in one of Kilpatrick Bros.' London stores. You will note that the stoves are neatly arranged. Plenty of space is allowed between the stoves, thus enabling customers to examine the stoves with ease.

CANADIAN WHOLESALE HARDWARE VICE-PRESIDENT.

T. B. Williamson, the newly-elected vice-president of the Canadian Wholesale Hardware Association, was born in Selkirk, Scotland, where he served his



T. B. WILLIAMSON.

apprenticeship in the ironmongery trade.

He later moved to Edinburgh, and, after spending several years in the latter city, he came to Canada about 25 years ago. After arriving in Canada he became associated with the hardware firm of Risley & Kerigan, Toronto, Ont., whose stock was later purchased by M. & L. Samuel Benjamin & Co. Mr. Williamson then joined the travelling staff of the latter firm, and for some years represented them from Toronto to the coast.

When M. & L. Samuel Benjamin & Co. sold their hardware department to H. S. Howland. Sons & Co. Mr. Williamson joined the staff of the latter firm, and represented them for a number of years as city traveller in Toronto.

He was next appointed assistant to T. G. Dexter, buyer, and on the death of Mr. Dexter was appointed buyer for the firm.

Mr. Williamson has always taken a keen interest in all matters pertaining to the hardware trade. He also shows considerable interest in sports of various kinds, and some years ago was an active football player.

PIGS IS PIGS.

If you were to meet a large hog with a mane sticking up eight inches on its back, with little red eyes glaring malevolently at you, with tusks gleaming amidst the bloody froth of its mouth, with distended nostrils breathing hatread, would you pat it on the head and pull out what bristles you needed to make a brush? Yet that is just about what the Siberian peasant does, barring very likely the patting-on-the-head part of the programme, unless he does it with an axe or a stone club. Considering this, it's little wonder that long Russian Bristles are somewhat scarce and of a high price. We opine that we would not pluck the elusive bristle for the price paid per dozen for these fine brushes. No! No! and again not! The gentle art of picking fleas from the tail of a mad dog appeals just about as much.

The delights of such pastoral life are wonderfully appealing. Just think! Nothing to do but to gather bristles from semi-wild hogs and sell them to nice men who come right to you to buy them at as small a price as they choose to offer, in order that they can in turn sell them at as high a price as they can demand from the buyer in the world's market. This is done largely on the good old Russian principle, that if a peasant isn't killed by a wild boar, eaten by wilder wolves, or shot as an anarchist, he ought to starve to death in order that the aristocracy may live. Who wouldn't be a Russian peasant?

Nevertheless, they are the ones who first handle the bristles which go into the finest kalsomine brushes, wall brushes, etc. The next best crop of bristles is sent us by the mild-eyed Chinee. Whether on account of the mildness of the Chinese optic or not we cannot say, but the Chinee piggie is not quite so evilly disposed, his environment causing him to be more or less of a philosopher, indifferent alike to the indignity of the Chinese bristle-snatching proclivity, and the fact that he can be of any importance to the "foreign devils." Although of a somewhat gentler disposition, he is not the party one would enjoy making a companion of, being black, carnivorous on provocation, and of great dirtiness. No! here again the work is best done by those who do it, and, while the excitement of the moment might be worth while to the hero in the last "Best Seller," it is too much for us.

In India, where a poorer quality of bristles come from, the dear fellows from home go pig-sticking. Oh, no! Not from any commercial idea, rather not, but being horribly bored by being potted at by their little brown brothers they simply must have some sport, don't you know. Of course, they don't want the bally bristles. The sport's the thing, and they (the pigs) are such jolly ferocious little beggars, don't you know. Far be it from us to contradict. We suppose it is, and they are, and we do, but for ours,—Oh, no! Sport is fine,—we prefer a hammock in a shady place where there are no mosquitoes, said mosquitoes being quite ferocious enough for us. The only bristle-collecting we ever did was from our shaving brush, and that is hardly to be classed among exciting forms of sport, although from early-morning sounds proceeding at times from the bathroom, the falling bristle has at least the power to excite the average male.

Every brush sheds a few at first, but these are only a couple of "shorts" and do not mean that the rest will follow at once, or even later.

From India to America is a long jump, but the bristles are shorter in America than in India. No! the pigs didn't jump—neither did they swim owing to a foolish habit they have of cutting their own throats with their front feet in trying. Just why then their bristles should be shorter is a question we will leave to scientists to discover. We have no time to make up and write further fiction or fact in regard to either the pig or his bristle. — Stephens Paint News.

FREE WINDOW DRESSING BOOK.

We have received from the National Cash Register Co., Dayton, Ohio, a book entitled "There is Money in Your Show Window."

The book contains many illustrations and suggestions for window trims. The National Cash Register Co. will send a copy of this book free of charge to any reader of Hardware and Metal who writes for it. There is no cost attached and the book contains many useful suggestions.

W. Magladery's Store Burned.

The hardware store of W. Magladery, New Liskeard, Ont., was destroyed by fire. Mr. Magladery is a well known hardware merchant. He conducted the Question Box session at the last convention of the Ontario Retail Hardware and Stove Dealers' Association.

G. F. Stephens Paint Company Convention

Problems in Salesmanship Discussed — Free Discussion Took Place at Every Session—Trade Paper Advertising Dealt With—Closed With Banquet.

Not only were problems in salesmanship discussed at the annual convention of the G. F. Stephens Paint Co., held in Winnipeg a few days ago, but in the various speeches delivered before the travellers, information about the company and about its products was given which cannot have failed to enthuse all present. At every session, free discussion took place, and even at the banquet, with which the proceedings concluded, the speakers had to be ready to meet the questions asked by the others present.

There were two outstanding features of the convention. One was the address of the president, Mr. Geo. F. Stephens. He told of the early days, and of what may be expected in the future. The other was the presentation to W. S. Cummings—the man who was in charge of all the demonstrations which were a prominent feature at the sessions.

Mr. Stephens, referring to the present conditions, stated that these were almost unparalleled—certainly unique. Yet they had not affected the volume of spring business, nor the following business to any great extent.

"In spite of credit restrictions and general financial conditions," he stated, "our turnover is considerably in excess of last year's. Good crops, such as we are having, will lead to liquidation of present liabilities throughout the country, and we may not only expect a good spring business, but a bigger business than we have ever enjoyed during the history of the firm."

Mr. Stephens spoke of opening up the business almost 32 years ago. Mr. Christie, the secretary of the firm, had joined a few months later, and Frank Stephens, the present factory manager, had entered the company six years after its start, or 26 years ago. Of the 24 in attendance at the convention, 12 had been with the firm from eight to ten years. Mr. Stephens thought this a very pleasing fact.

Referring further to the early days, the president spoke of the accounts then carried, and those now on the books. There were at first only three or four places outside of Winnipeg worth calling on. Mr. Stephens himself was the entire travelling staff, and one week was sufficient to cover all the territory. To-day, 856 towns are visited regularly, of which 450 are straight agencies.

At the different sessions, Mr. Cummings made careful demonstrations of Silkstone, oils, varnishes, shellacs, walk-over stains, floor stains, house paints, etc. Their ingredients were explained, and the correct use was shown. As a result of these demonstrations, the travellers should be in a better position than ever to go carefully into the products with the dealers.

Mr. D. McIver, sales manager, in his address on salesman and salesmanship, brought out the great importance of attending to correspondence. "The ability to sell," he said, "is not the only qualification required to make a successful salesman. Attention to details of the work is absolutely necessary. The salesman should make a study of the dealers upon whom he calls, and should be able to advise his house regarding their needs and financial standing. Where a report was asked, the traveller should attend to this at once."

In his paper on advertising in relationship to salesman, Mr. G. Darling, urged the selling force to look upon advertising very seriously. He regarded it as doing about 50 per cent. of the selling work.

Trade Paper Advertising.

The salesman should make the dealers see that advertising helps, such as color cards, cost money, and that this money was spent only that the dealer might increase his turnover, and so make more money for all. Speaking of trade paper advertising, Mr. Darling said:—"That these papers are read, is beyond question, and from the experiment carried out some time ago, of dropping all trade paper advertising, there is no doubt that the trade in general read, not only the paper, but the advertisements as well—or at least they notice when a regular advertiser drops out. This would indicate then that there is a definite value in this class of advertising, and also that while direct sales cannot be traced to it, it probably helps to a large extent in the securing of new business from firms opening up in new towns, after being either in business in Eastern Canada or other points in the West. From this medium they are familiar with our house and name, and in this way the path of the salesman is rendered smoother."

The banquet with which the formal convention closed, was held early, and that all present might adjourn to the Orpheum to enjoy the vaudeville performance, speakers were required to express themselves very briefly. Various toasts, however, were treated in a way which showed these salesmen not only know how to talk, but know also what they are talking about. Yet, when it came to one of the big events of the convention, the presentation to Mr. W. S. Cummings, no one seemed quite able to express what he felt, least of all Mr. Cummings himself. The beautiful gold watch given him by the selling staff as a token of appreciation for the splendid work he has done in demonstrating and in explaining the products, took Mr. Cummings completely by surprise. He declared it was too much—a fact which no one else would allow, but he added greatly to everyone's pleasure by making it very evident that he was delighted.

Just before the banquet broke up, an extra edition of Stephens Paint News was rushed into the dining room with a stop press notice dealing with the presentation. It was quick work on the part of the advertising department, and as the guests watched for the curtain to go up at the Orpheum, they read, not the programme, but the "extra" with a full report of Stephens' Banquet.

Those speaking to the various toasts were:

Our President—M. F. Christie and G. F. Stephens.

Our Calgary Branch—H. R. Graham and D. F. Roberts.

Our Warehouse and City Staff—G. Darling and Vaughan Stephens.

Our Salesmen—D. McIver, G. H. Mackley and G. J. Simpson.

Our Factory—J. H. MacKenzie and F. W. Stephens.

Our Varnish Works—S. L. Stephens and S. Ayres.

SITUATIONS WANTED

SALESMAN, MARRIED, 12 YEARS BUILDers, general and furnishing, wants position. F. H. Morris, General Delivery, Vancouver, B. C. (45)

WANTED

CATALOGS WANTED—OUR STOCK HAVing been completely destroyed by fire, we invite manufacturers of all hardware lines to send us their catalogs immediately. Fallis Foote Co., Port Arthur, Ont. (43)

WANTED—3 OR 4 MANUFACTURER'S agents or travelling representatives for the retail trade of Canada. The line is a fast-selling specialty that is carried with fine satisfaction by over 60% of the hardware dealers of the States. Liberal commissions. Address Box 53, Hardware and Metal, Toronto. (45)

FOR SALE

FOR SALE—ONE OF THE BEST HARDware businesses in Western Ontario. Fine premises and a clean, wholesome, up-to-date stock. Turnover $25,000 with stock of $7,000. Fine location, and has been established 35 years. Owner in ill health and has to leave. Can be bought right for immediate sale. Possession at once. Box 826, Hardware and Metal, Toronto. (44)

RATCHET SPANNERS—MANUFACTURERS' stock, 3,000 assorted, to be cleared below cost. square and hexagon, 5-16 in. x ⅜ in.; ⅜ in. x 7-16 in.; ⅜ in. x ½ in.; 7-16 in. x 9-16 in.; ½ in. x ⅝ in.; ⅝ in. x ¾ in.; ⅞ in. x 1 in. F. M. Frye & Co., 46 Upper Thames St., London, E.C. (43)



EVERY CURLER
IN YOUR TOWN

will be ready to fit out for the coming season in a few weeks. If you are to make the profit that is possible in this line, you must have your stock of curler's requisites complete, and you must have it in time.

MAC'S SPECIAL STONES

These stones—now famous throughout Western Canada, were specially designed by Mr. James McDiarmid for the hard, keen ice of the West. They are correct in shape, with an absolutely true running surface, and are made in matched pairs and well finished. Stocked in the various weights.

BROOMS AND OTHER REQUISITES

Mac's special curling brooms—a broom for Western ice, not a carpet sweeper—well made —not too heavy—a good length, and just what the crack curler will appreciate. In fact, he looks for it. Our line of all the other curling necessities is most complete.

Order to-day from our nearest branch.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

LIQUID GRANITE
Makes Floors Hard as Stone—Bright as Gold

Nothing adds such a touch of completeness and tone to a room as a well-finished floor.

Berry Brothers' Liquid Granite imparts to floors a smoothness and lustre that delights the eye. It brings out and protects the beauty of natural woods.

Liquid Granite is also ideal for use on linoleum and oil cloth, preserving their freshness and giving a beautiful glossy finish.

So tough and elastic is Liquid Granite that, although wood treated with it may dent under a blow, the finish will not crack. Nor is Liquid Granite affected by water. Wash it as much as you please. **It won't turn white.**

These splendid qualities in Liquid Granite are the result of our 55 years' experience in varnish making. This same practical knowledge and skill also insures the superiority of the other well-known Berry Brothers' products, such as Luxeberry White Enamel, Luxeberry Wood Finish and Luxeberry Spar Varnish.

Sold by leading dealers everywhere. Ask for your copy of our "Homebuilders' Booklet" — or write us direct.

BERRY BROTHERS

World's Largest Varnish Makers — **INCORPORATED** — **Established 1858**

WALKERVILLE, ONTARIO

Weekly Market Report --- Paints

MONTREAL.

Montreal, October 22, 1913.—Business in the paint market is in much the same condition as it was a week ago. A fair business is reported in all lines although some manufacturers state that business is not as good as it has been. There is no doubt, however, that from the retailers' standpoint business has been good and the amount of paint being sold has been encouraging to those who have followed up the manufacturers' campaign in the interests of fall painting. Collections have been fair to good in the East, but are still somewhat slow in the West. It is thought that they have shown some improvement here recently, however.

Linseed Oil.—The oil market has been steadier during the past week. Whereas a week ago quotations varied as much as 3c a gallon, this week no other quotation than that of 57c for raw and 60c for boiled in single barrel lots can be found. It has been heard on good authority that the chances for cheaper oil are not very good. While it was true that Canada has had a much larger crop of flaxseed than former years it must be remembered that the United States crop is between seven and eight million bushels less than it was last year. Locally the demand is good.

Turpentine.—The turpentine market is firm and quotations remain unchanged from last week's figure of 59c. There is usually a tendency for turpentine to advance at this time of the year about the present time there would not seem to be any likelihood of this immediately as the demand is said to be small.

White Lead.—The demand for white lead is fairly good and quotations remain unchanged at $8.25. The London market for pig lead has been changing around all week, but not enough to affect conditions here. Conditions are not such as would lead to the belief that any change is impending.

Glass.—The glass business has been exceptionally good and importers state that up to date their sales are ahead of last year. This would appear strange in view of the manner in which building operations have been suspended, but it must be remembered that there are still a large number of buildings upon which operations were commenced or which were arranged for before the present money tightness made itself evident. These buildings are now being completed, and glass is one of the last things to be installed. This is doubtless the reason for the continued activity in this trade, but without doubt sales will fall off later on.

Putty.—Putty has been moving very freely just now at the same prices which had been in force for some time which are as follows: In casks, $2.30; in drums, $2.50; and in bladders, $2.80.

Paints and Varnishes.—The mild weather which has been in evidence recently may not have been too good for the stove business, but it has certainly been favorable to the selling of paint. Retailers report that the demand for mixed paints and varnishes is extremely good, both for interior and exterior work. Floor paints as well as fillers and polishes are also in good demand.

TORONTO.

Toronto, Oct. 23.—The paint trade continues active for this season of the year, and a good volume of business is passing.

The cool and wet weather of the past few days has caused a falling-off in the demand for some kinds of exterior paint, but there is a good demand for interior finishes. The approach of cool weather is creating a demand for glass and putty. Large quantities of window glass are sold for storm windows at this season of the year.

As predicted in last week's issue, turpentine has advanced in price. Our last report also stated that there was a feeling among dealers that lower prices would prevail in linseed oil. This has proven correct, and a considerable reduction in price has taken place.

Varnishes are in good demand at present, and quotations remain unchanged.

Linseed Oil.

The expected decline in the price of linseed oil has taken effect, and quotations are 3 cents per gallon lower than last week. Whether the price will remain long at present figures depends largely on conditions in the West. Raw linseed oil is quoted at 57 cents per gallon of 9 lbs., in single barrels; boiled linseed oil is quoted at 60 cents per gallon of 9 lbs., in single barrels. The usual reductions are allowed for quantities.

Turpentine.

As predicted in last week's issue, the advance of 2 cents per Imperial gallon in the price of turpentine was not unexpected. Toronto quotations are now 61 cents per Imperial gallon in single barrels, and 60 cents per Imperial gallon in two-barrel lots. In the South firmness is exhibited, and a considerable advance has taken place.

White Lead.

The lead market is still firm, and quotations are still $8.20 per 100 lbs. in ton lots, and $8.40 per 100 lbs. in less than ton lots. Orders are being booked for delivery up to December 15.

Glass Putty, etc.

The demand for glass and putty is active, and with the advent of cooler weather the activity will become more pronounced. Glass is still quoted at 15 per cent. discount. Standard putty in casks is quoted at $2.50 per 100 lbs.; 100 lb. drums, $2.70 per 100 lbs.; bladders, $3.00 per 100 lbs.

Paints and Varnishes.

The demand for paints and varnishes continues active. There is still a large amount of painting to be completed on new buildings. Interior finishes are in excellent demand, as are many lines of paint specialties.

FALL PAINT SPECIALTIES.

Hardwaremen are receiving many enquiries for flat black enamels or paints for gas stoves, ovens, etc. This is a line that may be easily secured, and can be demonstrated by using an old stove which can be partly painted by one of the clerks. This will result in many sales.

It is a good plan to secure an old stove and a few rusty pipes for advertising and pushing sales in finishes for stoves. By enameling or painting with aluminum a section of the rusty pipe, and also finishing a section of the stove with a good stove polish, it will be found that customers will become greatly interested, and, as the material used is not expensive, a large number of ready purchasers will be found.

A little attention paid to the display of stove polishes, brushes, daubers, enamels, etc., in the stove department will bring a nice little profit in addition to the regular business. There is a good profit attached to all of these lines, and as the good housewife takes a delight in a clean stove, she is always interested in a display of articles that may be used for cleaning purposes.

Montreal, Que.—The Canada Cement Co. will equip a new $1,000,000 cement plant.

Medicine Hat, Alta.—The Alberta Rolling Mills, Ltd., are planning an extension to their plant.



You Can Pull Out Many a Dollar

you would otherwise miss, by giving your work that final touch that adds so much with

B-H Concrete Proofing

Concrete and cement are naturally porous, and absorb moisture and grease, and when exposed to the weather, tend to crack and disintegrate. All this can be prevented by putting on a coat of B-H Concrete Proofing, which fills the pores and makes a smooth, hard surface, imperious to moisture, that will last as long as the concrete. And then, if the concrete is tinted with

B-H Waterproof Cement Stains

you improve the job about 100% both in looks and wear, at nominal cost.
B-H CEMENT STAINS are made in eight attractive tints that will hold their color and freshness indefinitely.

These products give the dealer a splendid chance to develop a growing and profitable trade.

Ask for details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $10 25 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 50c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2¼ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10	3 00
All bright, 52 sheets	3 70	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x90	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Buttweld Pipe.

Size.	Black.	Galvd.
¼ in.	2 05	2 92
⅜ in.	2 05	2 92
½ in.	2 56	3 40
¾ in.	2 95	4 05
1 in.	4 35	6 00
1¼ in.	5 85	8 10
1½ in.	7 00	9 65
2 in.	10 00	13 00
2½ in.	14 80	20 55
3 in.	19 40	28 90
3½ in.	24 70	33 65
4 in.	29 25	39 90

Standard Lapweld Pipes.

Size.	Black.	Galvd.
2 in.	11 66	15 36
2½ in.	17 26	23 11
3 in.	22 57	30 22
3½ in.	27 14	36 34
4 in.	32 16	43 06
4½ in.	36 20	48 90
5 in.	42 18	56 98
6 in.	54 72	73 92
7 in.	80 92	109 50
8 in.	97 92	132 50
9 in.	117 30	162 20
10 in.	140 10	189 50
12 in.	172 40	238 30

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 75; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

Montreal. Toronto.
Lamb and Flag and Straits—
56 and 28-lb. ingot, 100 lbs. 46 00 44 00
Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 90
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50
72x30 up to 26 gauge, case lots	8 85

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

The Line of Good Repute



For nearly eighty years the famous British Brand of

MINERVA
Paints and Paint Specialties

has maintained an unbroken reputation for quality.
Because MINERVA paints are *made right,* of lasting pigments and highest grade materials.
Why not feature these fast-moving paints?
Our active co-operation with the dealer insures a steady demand for the "MINERVA" Line.
Ask any "MINERVA" dealer—He *knows!*

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO

Established in England in 1834

Toronto Winnipeg Vancouver London, England

Business Insurance

The safest policy to insure Trade and the continuance of profitable patronage, is to sell goods with a known reputation for quality.

Full value goods, backed by forceful advertising means successful selling. It's the cumulative effect of satisfied customers that builds business—cumulative in sales and profits.

The effectiveness of Martin-Senour advertising insures a steady demand for Martin-Senour Paints and Varnishes. The quality service of every product insures satisfaction to every customer and widens the way for continuous profit for you, compounding year by year.

Do you want to know "WHY"?

THE MARTIN-SENOUR CO.
LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller..60 & 15
Carriage Bolts, 7-16 and up.....55
Carriage Bolts, Norway Iron ($3 list) .....55 & 15
Machine Bolts, ⅜ and less.....65 & 5
Machine Bolts, 7-16 and up.....57½
Plough Bolts .....55 & 5
Blank Bolts 57½
Bolt ends 57½
Sleigh Shoe Bolts, ⅜ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw .....70 & 10
Nuts, square, all sizes .....4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs..... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. ..... 2 60 ? 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 28
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 per cent.
Copper tea and coffee pots, 40 per cent.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 65⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅝-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$1 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.
Can openers, per doz. 0 40 0 75
Mincing knives, per doz. 0 50 0 90
Potato mashers, wire, per d. 0 60 0 70
" wood, per doz. 0 50 0 80
Vegetable slicers, per doz.... .... 2 25
Universal meat chopper, No. 1 .... 1 15
Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32 .... 1 35 4 10
" " 100 to 103.. 1 35 2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock ..... 18c ft.
Ontario ..... 16c ft.
Faultless ..... 20c ft.
Extra Heavy ..... 23c ft.
Hercules ..... 23c ft.
Decorator ..... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.38
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .....2.86
24 .....3.12
26 .....3.38
28 .....3.64
30 .....3.9.
32 .....4.16
34 .....5.10
36 .....5.40
38 .....5.70
40 .....6.00
44 .....7.48

(COMMON SINGLE LADDERS)

8 ft., each .....$ .80
10 ft., each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper, which sells at a low price.**

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

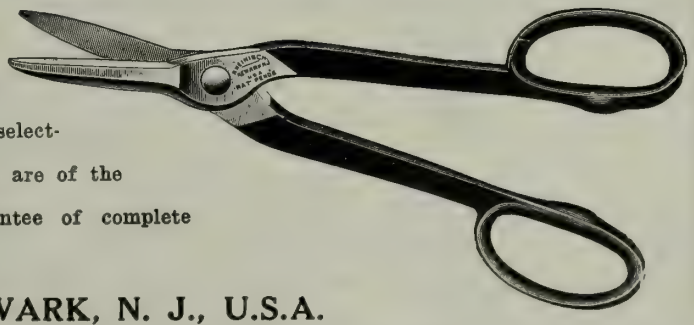
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Heinisch Tinner Snips

"The Tinner's Favorites"

The "Vulcan"



The **Vulcan Snip** is of exceptional quality. It is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
The high quality is the result of the great care exercised in selecting materials, and the tempering which is done by experts.
Our line of **Trimmers, Tailor's Shears, Tinner's Snips,** etc., are of the same good quality.
Our firm name is found on all our tools — it is a guarantee of complete satisfaction.
There is a good margin for profit.

R. HEINISCH'S SONS CO., NEWARK, N. J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws** and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

HARDWARE AND METAL

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition ..... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 36

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ¼c lb. allowance.
10 ton lots, ½c lb. allowance.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2, hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 23½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85 10	7½
"	R.H., bright	80 10	7½
"	F.H., brass	75 10	7½
"	R.H., brass	70 10	7½
"	F.H., bronze	70 10	5
"	R.H., bronze	65 10	5
Drive screws		65 10	5
Set, case hardened		60 10	
Square cap		50 and 05	
Hexagon cap		45	

Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools 60		60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels 60			45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 23 cents.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06		0 10
" Slip	"	0 18		0 20
" Axe	"	....		0 16
Deer Creek	"	....		0 10
Weerlick	"	....		0 25
" Axe	"	....		0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....		1 50
Water-of-Ayr	"	....		0 10
Scythe	per gross	3 50		5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner..... 6 50
Cadillac Electric, Model C..... 18 00
Cadillac Electric, Model D..... 20 00

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 50; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 130 00
Velox 130 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 130 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 .... 51 75
Sunlight 111 .... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz..... 4 50
With rim, 18x28, per doz..... 5 00
With rim, 20x30, per doz..... 5 50
Without rim, 18x24, per doz..... 4 00
Without rim, 18x28, per doz..... 4 50
Without rim, 20x30, per doz..... 5 00

IRONING BOARDS.

Size 12x60 ins., per doz..... 5 75
Size 14x60 ins., per doz..... 6 25
Folding, 12x60 ins., per doz..... 15 00

SLEEVE BOARDS.

Basswood, stationary, doz..... 1 50
Folding, per doz. 3 50

WASH BOARDS.

Glass, doz. 3 25
Enamelled, doz. 4 50

CLOTHES BARS.

3 sections, 4 ft., doz..... 4 25
3 sections, 5 ft., doz..... 5 50
3 sections, 6 ft., doz..... 7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz..... 12 00

CLOTHES PINS.

Common, 5 gross in box, per box 0 65
Spring clothes pins, per box..... 1 00

WOOD WASH TUBS.

Standard size, doz. ....

TUB AND WRINGER STANDS.

Folding frame, doz. 18 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE" The Exceedingly Popular Western Flat Wall Colour

(COPYRIGHT)

This quick seller will add tone to your business.



It makes a hit with housewives, because it dries as hard as stone and as smooth as silk. No gloss, yet there is plenty of life. Looks like expensive ingrain wall paper. Can be stencilled over. No surface you can't use them on—No surface they won't cover well.

WASHABLE, SANITARY, ARTISTIC.

A boon to housewives, as they can be washed without injury.
Write for Colour Cards and Instruction Booklets to-day.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

Jamieson's Floor Enamel

Stays Sold

That's the important feature of **any** stock. No dissatisfied customers, no complaints because the article is not what it is claimed to be—nothing but complete satisfaction and **repeat orders**.



Over half a century of concentrated effort is in every can we ship

We want you to help us supply the ever-increasing demand. Will you be one of our Agents?

R.C. Jamieson & Co., Limited

ESTABLISHED 1858

Montreal — Vancouver

Owning and Operating P. D. DODS, & CO., Limited.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65	1 00
North Bros., No. 30, per doz		16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70. Seymour's, 50 and 10 per cent. Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 13
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 30
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brar	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24½
Motor Gasoline, in drums	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	60
Linseed Oil, raw, single barrels	59	62
Linseed Oil, 3 to 5 bbls.	58	61
Linseed Oil, 6 to 9 bbls.	57	60
Linseed Oil, boiled—		
single bbls.	62	65
3 to 5 bbls.	61	64
6 to 9 bbls.	60	63
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal," cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	7 75	
81 to 85	8 50	
86 to 90	10 00	
91 to 95	11 00	

WHITE LEAD GROUND IN OIL.

	Montreal	Toronto
Ton Lots.	Per 100 lbs.	
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)		8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead		8 00
Monarch (Windsor)		8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.		7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure		8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 06¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50¼c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (eual 28 Amer.)	4 50	5 10
24G	4 25	4 65
22G	4 25	4 65
20G	4 15	4 55
18G	4 15	4 45
16G	4 00	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ THE REPORT

OF

MILTON HERSEY CO., Limited

Canada's Most Noted Chemists

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., Limited
Chemists—Engineers—Inspectors

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.

International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water** at **ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint** is **composed** of **pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO



THE LAST WORD

in varnishes—not a new production either—but one that has stood the test of time. The varnish that will please. We know that the results will be satisfactory in every case because we know what it's made of.

We will be glad to give you further particulars.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since 1842

MAPLE LEAF
M L
FINISHES THAT ENDURE
QUALITY
PAINTS & VARNISHES

FALL PAINTING

with

Maple Leaf Flat Wall Colors

Many people will decorate the interior of their homes this fall. You can bring a lot of good trade to your paint department by showing them the sanitary and economical advantages to be had in using MAPLE LEAF FLAT WALL COLORS.

Our DECORATIVE AID DEPARTMENT will co-operate with you in bringing these colors to the attention of those who intend decorating this fall.

Write us for our proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

NEW ERA PAINT

If you are looking

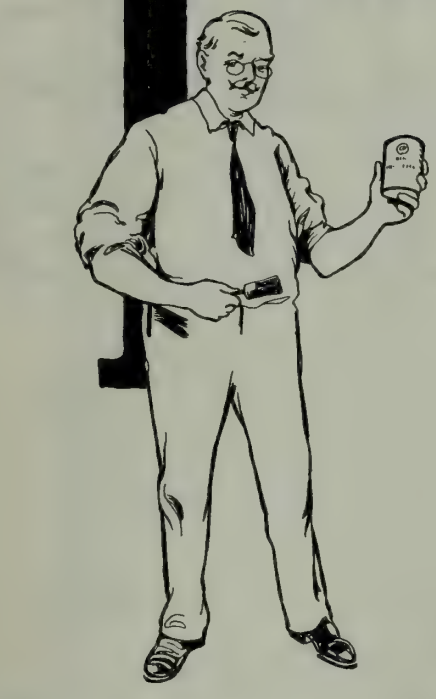
for a paint that will give satisfaction under all conditions, sell NEW ERA PAINT. You will find it lasts longer, covers more surface, and holds its color better than any other prepared paint.

There's a steady demand for NEW ERA everywhere its merits are known.

WRITE FOR PRICES.

Standard Paint and Varnish Co. LIMITED

WINDSOR, ONT.



The handy man

about the house makes dollars with his paint brush and

a can of CP TRADE MARK

SUN VARNISH STAIN

Manufactured by
THE CANADA PAINT CO
LIMITED

The above is the heading of one of our effective newspaper advertisements, electros of which we supply free of cost to our dealers to enable them to build up a good business in

CP SUN VARNISH STAIN

This is a combined stain and varnish—ready to use—for refinishing all kinds of interior furniture and woodwork. Every household has use for this product and you can grasp this opportunity to work up a profitable business in this line. This product is high quality—the pigments are non-fading—the varnish is durable.

Our advertising features—color cards, counter display cards, panel displays, window trims, and Co-operative Newspaper Campaign make an effective selling plan which will interest you.

Write to-day for particulars.

THE CANADA PAINT CO.
LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK **STAINS-ENAMELS LINSEED OILS**

RE-ORDERS COME FROM WHERE STERLING PAINTS GO

STERLING PREPARED PAINTS

Every time you sell a can of **Sterling Prepared Paints** you lay a solid foundation for further orders.

"Sterling" Paints make satisfied customers everywhere. The secret lies in our care in selecting ingredients, our long experience, and the work of experts

Ask for our proposition

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

TRADE MARK KEYSTONE BRAND REGISTERED

NOW IS THE TIME TO ORDER YOUR FALL SUPPLY OF

BRUSHES

Such lines as Stove Brushes, Scrubs, Dandy and Horse Brushes, Stable Brooms, etc., will soon be in great demand. Place your order now and be sure to buy the **Keystone Brand.**

Stevens-Hepner Company
Limited
PORT ELGIN, ONT.

FORD



An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd
General Offices and Works
St. Catharines, Ontario.



A Goal from the Field

The spectacular plays, like the goals from the field, may turn defeat into victory at a critical moment, but no individual star play ever did or ever will compare to "team work" or co-operation.

It is Glidden Co-operation that helps Glidden Dealers win.
Glidden Discounts, Glidden Advertising and Glidden Co-operation are back of

Glidden's Green Label Varnishes

Endurance Wood Stains **White Enamels**

J A P - A - L A C

Flat Wall Finishes **Cement Coatings**

Let us help you "buck the line" this season for greater gains than you ever made before.

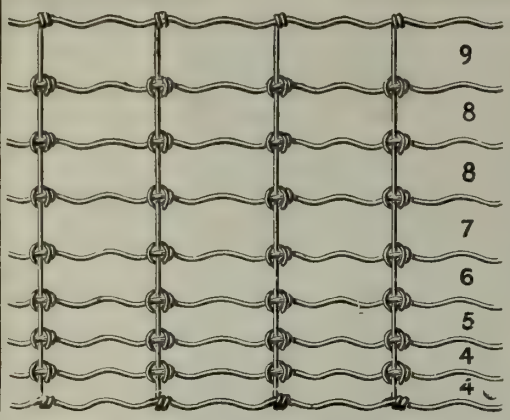
Write us for full information on our special proposition to the trade.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CLEVELAND LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

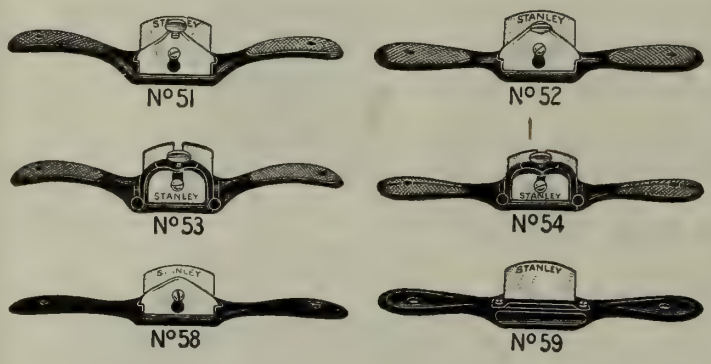
BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

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38 Ouellette Avenue - - - WINDSOR, ONT.



Stanley Tools

"BAILEY" IRON SPOKE SHAVES

a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

These Spoke Shaves are now being made in our Canadian factory.

STANLEY RULE & LEVEL CO.

NEW BRITAIN, CONN. U.S.A.



The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

4 in. is our Family size. 6 in. size is for Cities and Municipalities.

Larger sizes made to order.

Manufactured Solely by

DAVENPORT MFG. CO., Davenport Iowa, U.S.A.



Made from the finest grade of Sheffield Crucible Cast Steel.
Highest quality as regards setting and keenness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,
G.m.b.H
Manufacturers of Safety Blades
SCHRAMBERG (WURTEMBERG) GERMANY

Representatives for Canada:
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CLEVELAND TRADE MARK GRINDSTONES

Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term "Berea Grit" into thinking you are supplying your trade with the "same thing." "Berea Grit" is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.



FOOT POWER

Look for the Trade Mark on every stone

The Cleveland Stone Company
Cleveland, Ohio.

ARE YOU ALIVE TO THE

necessity of having a thoroughly reliable panic bolt fitted to all exits in your places of amusement and all other buildings where large numbers of people congregate as the

DANGER OF

panic and fire is always present and when it happens one closed door may cost many lives. Don't wait till the

FIRE

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N O W !

The "RELIANCE" Patent AUTOMATIC PANIC BOLT

Made only by

WM. NEWMAN & SONS

Limited

HOSPITAL STREET, BIRMINGHAM, ENGLAND

Good Quality and Good Service Have Made You More Money Than Price

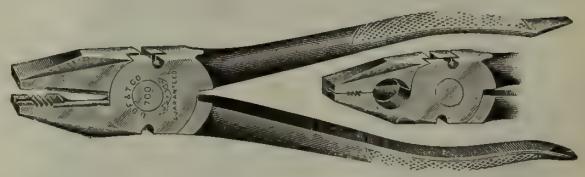
Make your Plier trade grow by handling THE QUALITY LINE of Pliers and Nippers. Quality is the most essential feature in determining the value of a Line of Pliers.

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They are the finest that can be produced by human agencies.

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"The Memory of Quality Lingers." A Utica catalog on request.

UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A.

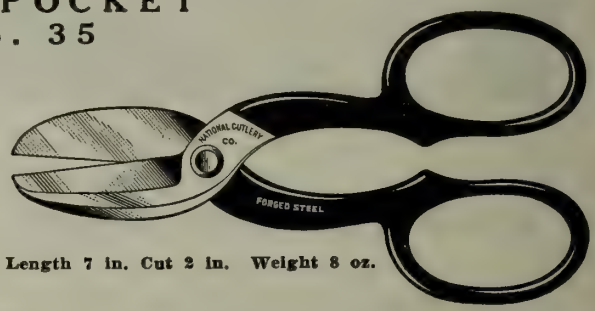
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SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

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MAXWELL'S "BLUE BELLE"

is a remarkably quick-acting, easy-working, reciprocating washer. When the tub moves in one direction the rubber board revolves the opposite way. This double action, which is found only on Blue Belle machines, is a great time saver. Double re-acting springs and ball-bearings assist in making easy motion. Tub is oak grained and angle-steel frame is finished in aluminum.

Write for Catalogue of Washers

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rarting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
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Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience



goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"



Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

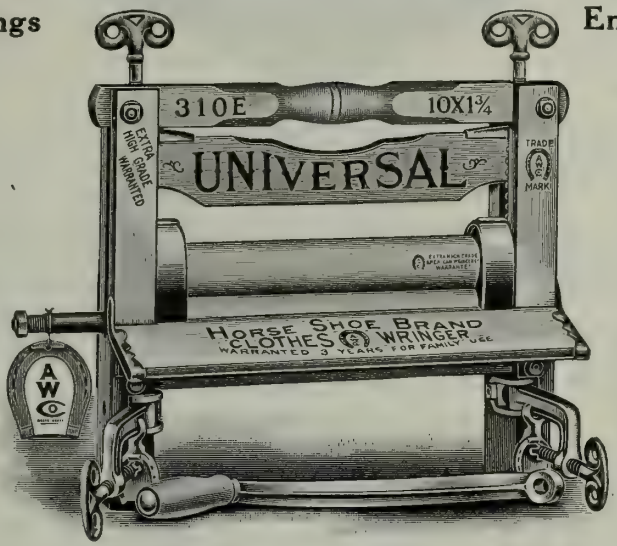
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Seasonable and Saleable Specialties

Apple Pickers' Blouses or Aprons

Made of Strongest Duck



Apple Pickers' Baskets

Willow or Hickory—Medium or Large Oval—Swivel or Solid Handles

Round Baskets Now In Stock





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Warehouses:—Toronto, London, Winnipeg

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BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

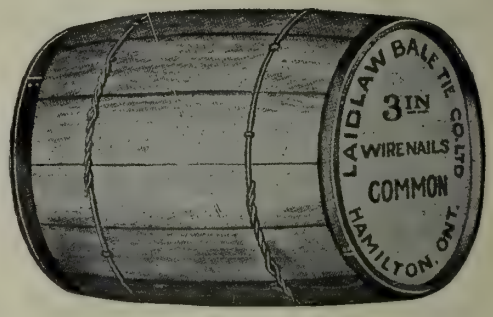
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



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STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

You Wish To Become a Well Read Man, Do You Not?

Each of us can probably recall to mind among his acquaintances one or more men who appear to be so well acquainted with any subject that may be brought up for conversation that they are able to enter upon a discussion or give information upon the matter whatever it may be. They are men to whom we instinctively turn for information whenever any question crops up with which we are unacquainted and upon which we need enlightenment.

At first sight there appears no particular reason why these men should be better acquainted with any particular subject than we ourselves are. They may have had no advantage over us in the matter of education. They have probably not travelled any more than we have, and as far as we can see there is no reason why we should look to them for information on diverse subjects rather than to any other of our acquaintances.

What then is the reason for this deference we consistently show them by asking their opinions on this or that question?

Consider any case, as referred to above, which may occur to you and you will find it is because your friend or acquaintance is invariably what we would call a "well read" man. No matter whether the subject under discussion be the past or present history, political or social, of our own or any other country, whether it be of noted writers, painters, politicians, celebrities of any kind or of any country, the latest discoveries or inventions, the best opinion expressed by the foremost writers of the day or present questions of most vital interest, he is able to take an intelligent interest in the conversation and to contribute his own quota to the discussion, probably expressing some viewpoint new to his auditors.

You will doubtless admit that such a man occupies to some extent an enviable position among his fellows; and the object of this article is to show you how by the employment of a small portion of your leisure time regularly, methodically, and at practically no expense to yourself, you can also occupy this enviable position and become one of those well read men, to whom your friends will turn for information whenever they may be in need of it.

You have, of course, heard of MacLean's Magazine and have probably at some time or other seen a copy. It is a purely Canadian Magazine, and was originally called the Busy Man's Magazine, a title which explains the idea upon which it was originally founded.

The business man of the present day is too much occupied in his business avocation to devote a great deal of his time to literary pursuits. In many cases the daily papers form the extent and limit of his literary experience. Now, while the reading of the daily paper is practically a duty which no live merchant should neglect, the man who is ambitious of improving his mind will feel a desire for a little more than the daily or weekly magazine can give, and this is where MacLean's Magazine stands ready to give him a helping hand.

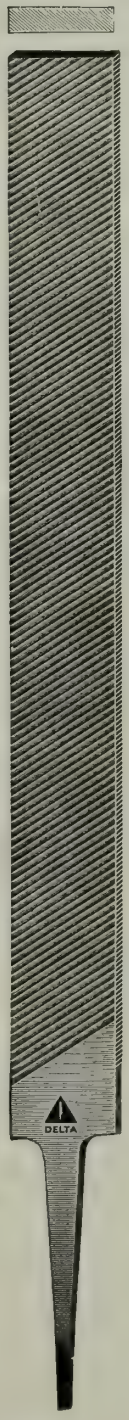
The November number is particularly interesting and a source of interesting information. It is brimful of good instructive reading, containing just that information which is most beneficial to busy Canadian business men to keep them in touch with things Canadian.

Secure a copy from your nearest stationery dealer to-day, and become acquainted with Canada's foremost magazine.
Price 20 cents a copy. Subscription $2.00 a year.

THE MACLEAN PUBLISHING CO., LIMITED.
143 University Ave., - - Toronto.

"DELTA" FILES

Assure A Big Increase of Trade



FILES OF QUALITY

"The only Line of Files from 3 to 24 inches that are made absolutely of CRUCIBLE STEEL"

It Dosen't Matter

what kind of work there is to be done—there is a fast cutting, long lasting "Delta" File to meet any requirement.

It is important that you should look for the "Delta" Trade Mark — it safeguards the interests of thousands of file users and dealers everywhere.

Sold by Jobbers throughout Canada.

TRADE MARK
DELTA

If your jobber cannot supply you, write us.

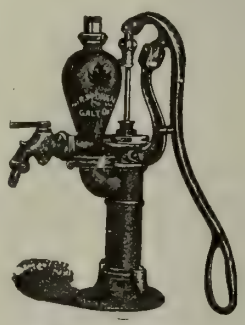
DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
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Wm. Stairs, Son & Morrow, Halifax; Merrick-Anderson Co., Winnipeg.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue

Write

The

R. McDougall Co., LIMITED

GALT, CANADA

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

Tools Stamped with the Buck's Head Admitted duty free when used for educational work in Manual Training Schools



A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

BUCK BROTHERS

Millbury, - - Mass., U.S.A.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

RED LEAD
GROUND LITHARGE
FLAKE LITHARGE
WHITE LEAD IN OIL

Agents in Canada for:

Lindgens & Sohne—Mulheim-am-Rhein

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LAMP BLACK INSURANCE
Eagle, Old Standard, Pyramid and Globe
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Sixty-four years' reputation behind each package INSURES THE DEALER.

Lampblacks in bulk that are positively unmatchable in strength and delicacy of tone INSURES THE USER.

THE L. MARTIN COMPANY
Headquarters Since 1849
New York, Philadelphia, Cincinnati, London, England

Revolving CASES



A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

American Bolt & Screw Case Co.
DAYTON, OHIO.

HAMILTON WHIP CO.
WHIPS & WHIPS
HAMILTON, CANADA.
EFFECTIVE—ECONOMIC.
(Trade Mark Registered)

Mr. Dealer :—

There is big profit for you in our

Sample Assortment
Of Leading Sellers

For particulars write Sales Dept.

Hamilton Whip Co.
119-121-123 Mary St. HAMILTON, Can.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited
AYLMER, ONTARIO



STAR
Hack Saw Frame
No. 15

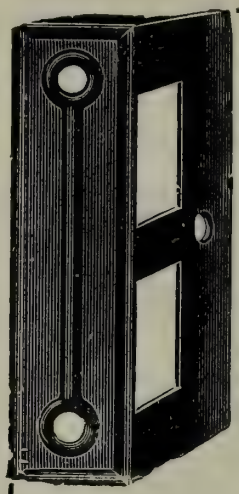
This is the Frame that holds the blades that made Millers Falls famous—one of the best all-around frames in our line; light, yet strong enough to stand anything in reason; blade strained by turning handle, and may be faced in four directions. Depth under back, 5½", and carries a 12" blade.

A good blade is worthy of a good frame. Put Star Hack Saw Blades in Star Frames, and get the combination that means service and satisfaction.

Ask for details and complete catalog.

MILLERS FALLS COMPANY

28 Warren Street,
NEW YORK

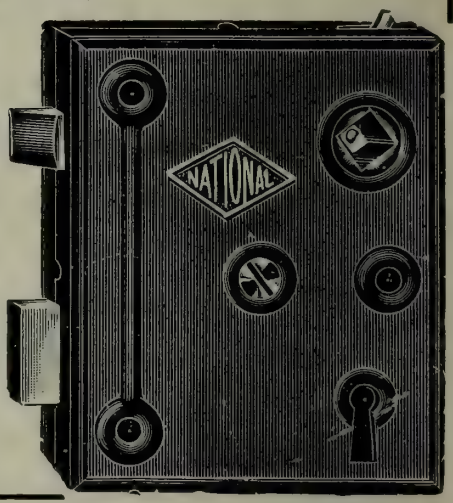


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ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

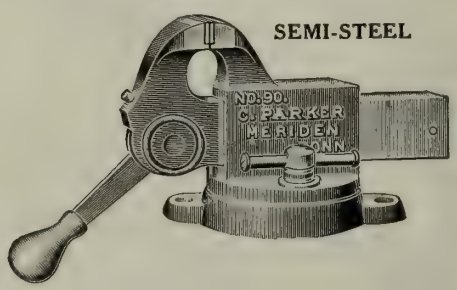
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National Hardware Co., Ltd.
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The "PARKER"

IMPROVED QUICK-ACTION SWIVEL VISE

Save Time and Labor



Made of a special blending of steel and best iron, which adds materially to the life of the tool.

All parts are interchangeable.

Write for catalogue to-day.

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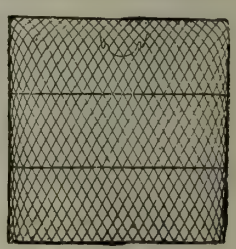
We are headquarters for

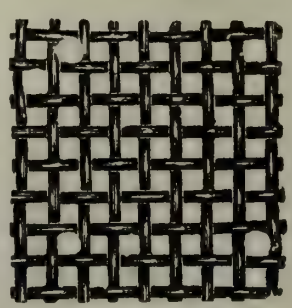
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You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
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ENQUIRIES SOLICITED.

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Canada Wire & Iron Goods Co.

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A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

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Stocked in West by
The J. H. Ashdown Co., Limited, Winnipeg, Saskatoon and Calgary
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JAMES CARTLAND & SON LIMITED

BIRMINGHAM, ENGLAND

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Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

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Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

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All Standard and Special Gauges



LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails.'

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Manufactures

Stair Rods and Eyes,
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and General Furnishing
BRASS FOUNDRY

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Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.



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Manufactured only by
J. SAMUELS TORONTO, ONT.

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An inquiry will bring our salesman

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Avoid imitations of our

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By seeing that this exact mark is on each blade.

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WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

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The Greatest Polish Discovery in a Century

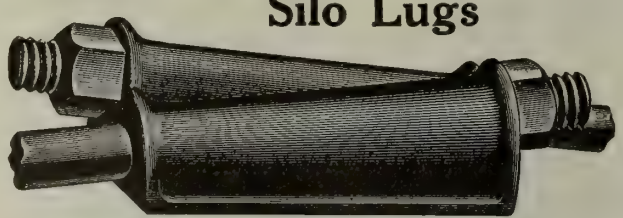


—Remains in solution—no settling.
—Polishes in half the time.
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—Sold at a price to save the duty on imported polishes.

¼-pints, 85c doz. Counter Display Boxes
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Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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Hangers and Fasteners



SIMPLE — easily applied — rust-proof — non-rattle — and practically unbreakable. Positively the best storm sash and screen hangers and fasteners you can buy. Send for samples — to-day. Hangers only, 10 cents retail; hangers and fasteners, 25 cents. Catalog and discounts sent on request.

PHENIX MFG. CO. 030 Center Street, Milwaukee, Wis.

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PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

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We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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COUPLINGS, DOWEL PINS,
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Natural Gas Goods

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BLACK JACK

QUICK
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HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
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CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



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DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

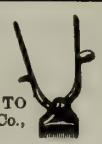
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The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL, Toronto

PRIEST'S CLIPPERS





THAT'S SUFFICIENT
SEND FOR CATALOG TO
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Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

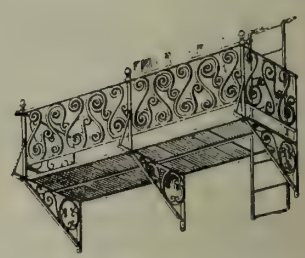
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

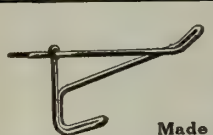
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We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

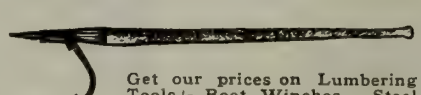
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



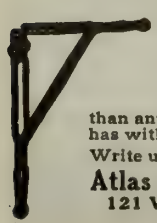
ORNAMENTAL IRON BALCONIES
IRON RAILINGS
for galleries, porches and all other purposes.
SEND FOR CATALOGUES.
DENNIS WIRE AND IRON WORKS CO., Limited
LONDON, ONT.



Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

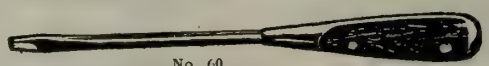


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ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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Malleable Iron Castings

for Carriage and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

Great Improvements

—IN—

HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.

453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

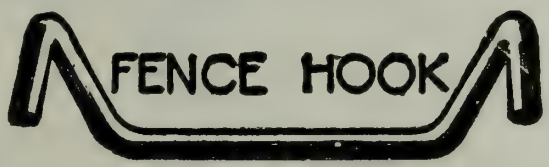
are unequalled for cutting and wearing qualities.



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For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

F. E. MYERS & BRO.

ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS

guaranteed by our reputation for fair dealing.

The name means "QUALITY"

LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

LONDON

HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

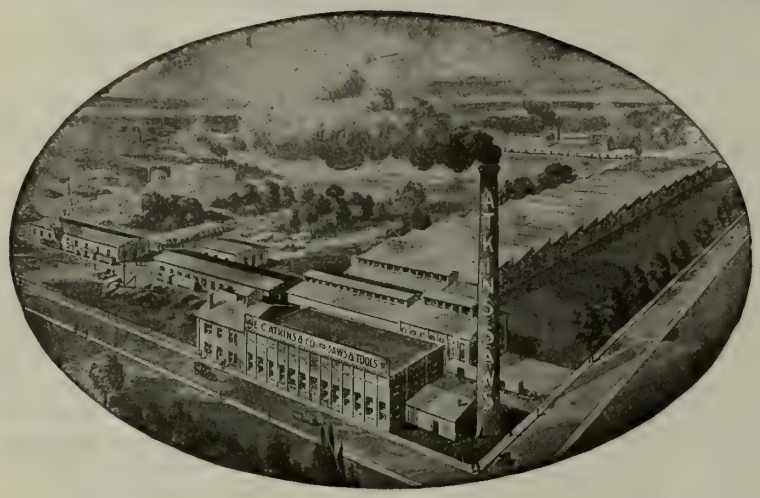
Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto. Manitoba, Bissett & Loucks, Ltd., Winnipeg. British Columbia, McPherson & Teetzel, Vancouver

BAR IRON

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

NIAGARA

BATH ROOM FIXTURES

FORMERLY you had to import from the States when you wanted something extra nice in this line,

TO-DAY, you can get from us, the very highest grade, in regard to finish, workmanship, design and material.

ASSORTMENT is a big feature; and our forty-page catalogue shows a big range to select from

PROMPT DELIVERY means a good deal too; and in this respect we can satisfy the most exacting.

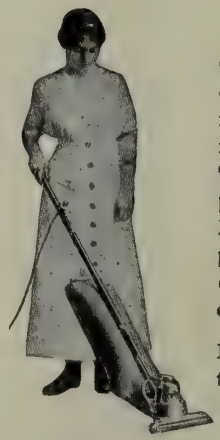
WRITE TO-DAY, to the manufacturers,

Kinzinger, Bruce & Co.,
LIMITED
NIAGARA FALLS, - CANADA

Electric Vacuum Cleaner

"Cadillac"

Vacuum Cleaner & Sweeper



Our liberal discount leaves a big margin of profit for the dealer. The quality and price of these lines are a most positive assurance of pleased customers everywhere.

Made and guaranteed in Canada.



This is a low priced machine that is absolutely efficient and easily operated. Total weight being eight pounds, any woman or child can easily handle it.

Assures long service. Fully guaranteed.

Several models, retail prices from $25.00 to $35.00.

This vacuum cleaner and sweeper takes the place of the ordinary carpet sweeper and produces much better results. Powerful, easily operated and will last a lifetime. No parts to get out of order. A number of styles, retail prices from $9.50 to $14.00.

The Clements Manufacturing Co., Limited
76 Duchess, St., Toronto

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

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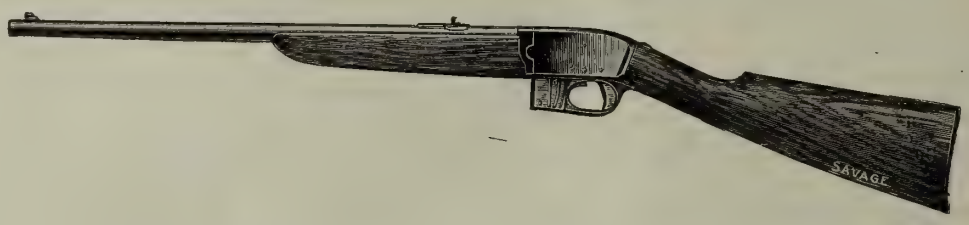
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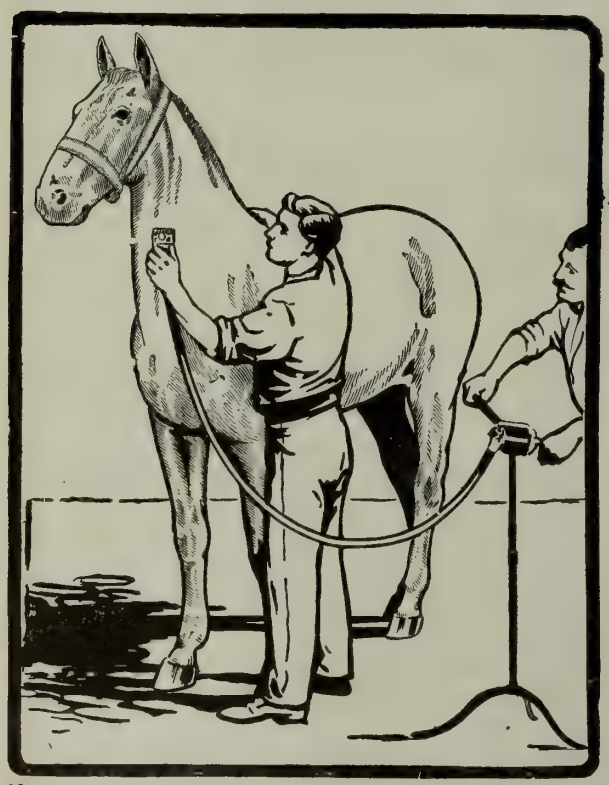
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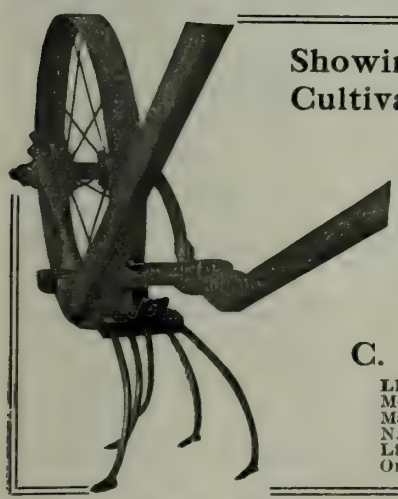


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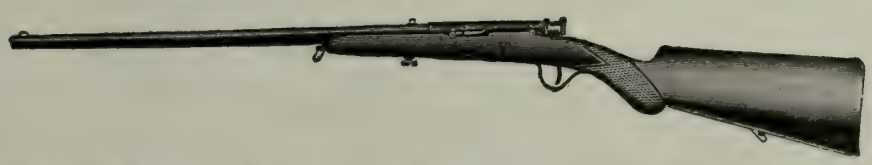


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A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
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ronto.
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Glue.
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Gouges.
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Hoops, Steel and Wire.
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Hose, Garden and Lawn.
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Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
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McClary's, London.
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Lawn Fencing.
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D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
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Jas. Smart Mfg. Co., Brockville.

Lawn Settees
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Winnipeg Paint & Glass Co., Winnipeg.

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International Varnish Co., Toronto
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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Pocket Knives.
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Registers.
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Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Simonds Canada Saw Co., Montreal.
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Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Hamilton.

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The Carborundum Co., Niagara Falls New York.

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Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries

Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

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Many a dealer's stove sales are not up to what they should be because of improper display.

Customers naturally want to be shown the back, front, sides, inside and outside of your stoves.

How can a person see all parts of a range when it is displayed on some dark, dusty platform.

By fitting each stove with **Harper "Handy" Castertrucks** you will make it possible to wheel the stove to your customer and the light, where things can be seen.

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670 Jobbers carrying it—let us get you in touch with the nearest one.



No. 77

Chicago Hardware Foundry Co.

Station A **North Chicago, Illinois**

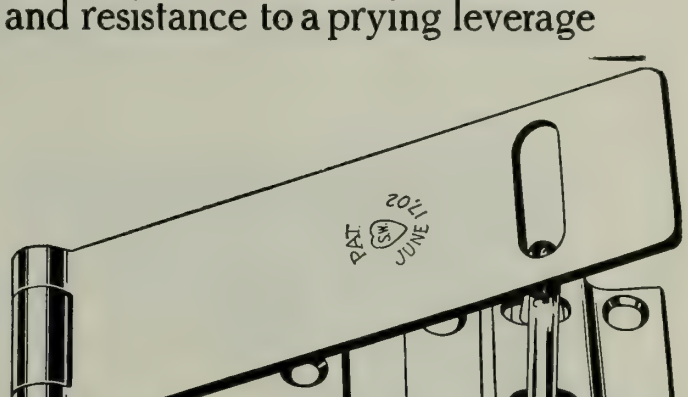
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

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All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

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Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

Tinware.
Hoods, Ltd., Birmingham, Eng.

Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co. Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co. London, Ont

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Trucks.
Aylmer Pump & Scale Co., Aylmer

Varnishes: See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnis Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Ventilators.
Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Vises.
Henderson & Richardson, Montreal.

Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Washers.
Cowan & Britton, Limited, Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windmills.
Dominion Well Supply Co., Cargill

Windshields.
Kinsinger Bruce & Co., Niagara Falls

Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton

Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.

Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe. & Tool Co. Springfield, Mass.

Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

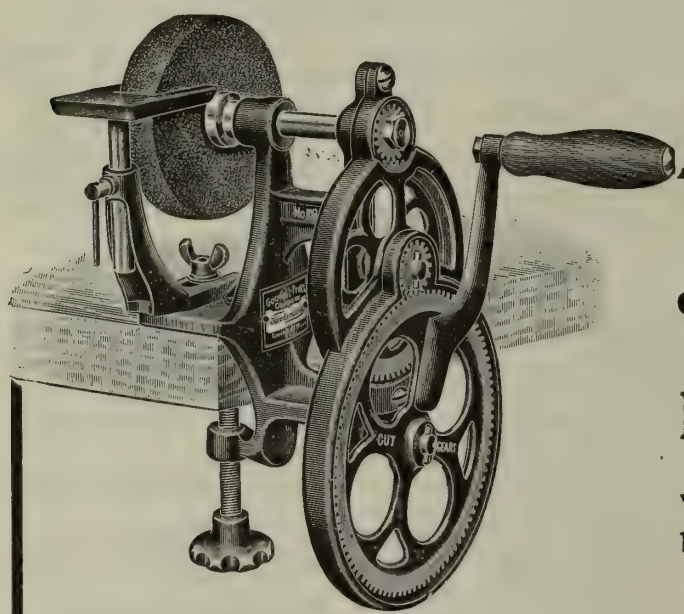
"On another occasion I wounded a bull bison with the Explora and he got away to a hill about 600 yards away without giving me a good shot at him, owing to the jungle being extremely dense. Luckily, I happened to have my Ross with me and put two bullets into him as he got to the top of the hill and knocked him over. The range was certainly nothing under 600 yards.

"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

Discounts on Application.

Ross Rifle Company, - Quebec



JUST COMPARE

THE GOODELL-PRATT

BENCH GRINDERS

with those you may see, then examine our prices; this is all we ask.

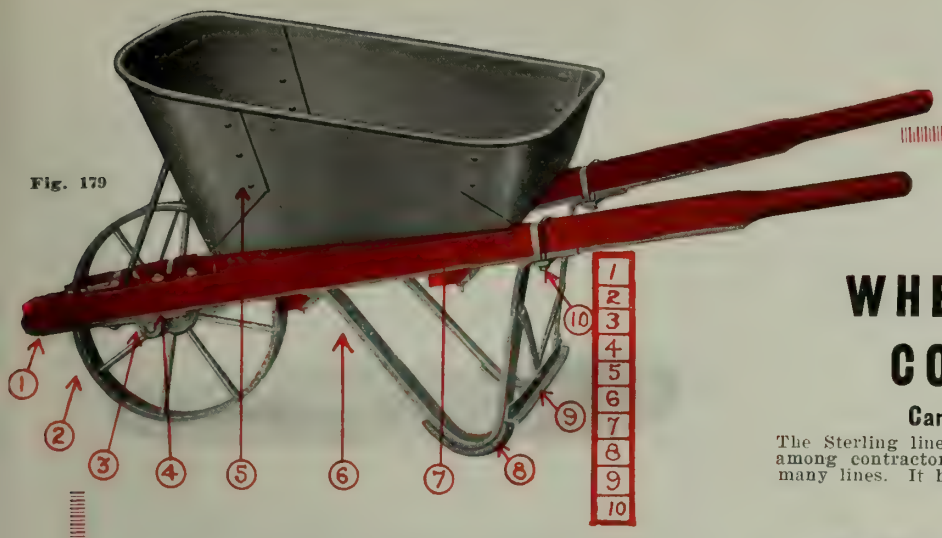
Note our accurately cut and smooth running gears; see how well the whole machine is finished up, and then decide.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD. MASS., U.S.A.

Fig. 179



STERLING

WHEELBARROWS AND CONCRETE CARTS

Canadian Patents controlled by us.

The Sterling line is made for service and is making many friends among contractors and their men. Figure 179 is only one of our many lines. It has forged steel wheel guard, self lubricating wheel, cold rolled steel shaft, malleable wheel supports, double cornered riveted tray, heavy channel steel legs, tested clear maple handles, extra heavy leg shoes, riveted leg braces, patented handle clamps. **Sterling Concrete Carts** are also made for service. We make them in many styles. They are a profitable line for the dealer.

Write today for our new catalogue No. 10.

SELLING AGENTS:—

For British Columbia—John Burns, 329 Railway St., Vancouver, B.C.
For Maritime Provinces—Alexander Gibb, 1-2 St. Nicholas Bldg., St. Nicholas St., Montreal, P.Q.
For Manitoba and Alberta—Bissett & Loucks, Limited, 151 Notre Dame Ave. E., Winnipeg, Man.; 504 Agency Bldg., Edmonton, Alta.
For Saskatchewan—Kilvert Bros., Wall St., Saskatoon, Sask.

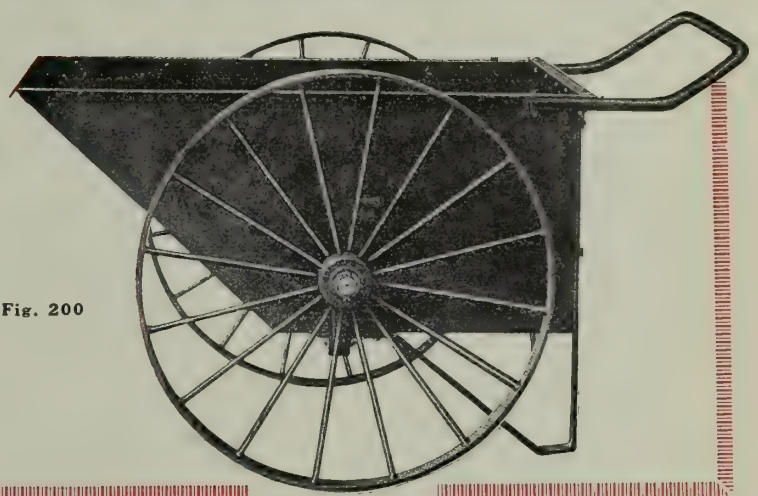


Fig. 200

The Meaford Wheelbarrow Co.
Limited
MEAFORD - ONTARIO - CANADA



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

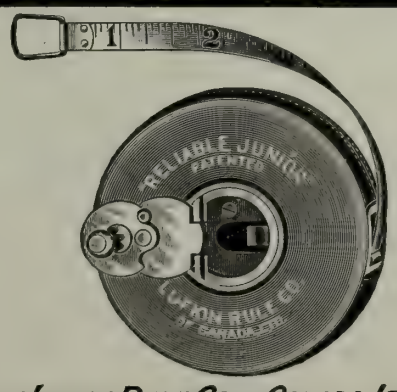
LUFKIN

Measuring Tapes and Rules

RECOGNIZED LEADERS OF THE FIELD

That's why practically every hardware house handles them.

THE DEMAND IS ALWAYS THE MEASURE OF AN ARTICLE'S POPULARITY.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

LUFKIN

Measuring Tapes and Rules

HAVE BEEN ON THE MARKET FOR YEARS AND SELL READILY BECAUSE THEY ARE WELL MADE TO SERVE A PURPOSE AND SERVE THAT PURPOSE WELL.

NOT MADE MERELY TO SELL.

This Chain of McKinnon's

is

The Best

Because —it's made on automatic machines, assuring perfect welds.

Because —it's made with a 25 per cent. larger, and therefore stronger, weld.

Because —it's actually tested and inspected before being shipped.

is

The Cheapest

Because —it's made in Canada, the only welded chain made here.

Because —it's made on machines in large **quantities**, at low cost.

Because—it's fully guaranteed, lasts longest, wears best.

MADE BY

McKinnon Chain Company

ST. CATHARINES, ONT.



SEE THE SWELL WELD?

Hose Reels are Money-Makers

By placing specifications NOW you insure yourself of good service. You will get the goods in ample time for your requirements. You will avoid the delays of the rush season.

McKINNON ALL STEEL REELS

Will sell best becauce they are unique. No bolts, screws or rivets, but all Electrically Welded together. Light, yet strong and durable. Japanned, not painted. Buy them. Our prices are low.

McKINNON DASH COMPANY

Buffalo, N.Y. **ST. CATHARINES, ONT.** **Troy, Ohio**

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 44

November 1, 1913



Tie up to this big Campaign

CANADA CEMENT COMPANY LIMITED PORTLAND CANADA CEMENT MONTREAL

Tie your local advertising up to our powerful national campaign, by using the well-known Canada Cement label in your local advertisements. Let your readers know you can supply them with Canada Portland Cement.

We will supply the cuts free of charge, and our Dealers Help Department will also assist you with suggestions for writing and laying out your local advertisements.

You will be surprised at the increased sales resulting from a little local advertising. And you have no other line that will respond as quickly to such efforts as Canada Cement.

In ordering labels, specify the diameter desired, or tell us what size space you intend to use.

Dealers Help Department

Canada Cement Company Limited

MONTREAL

Sales Offices at

MONTREAL TORONTO WINNIPEG CALGARY

Order Cement from nearest Sales Office.

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

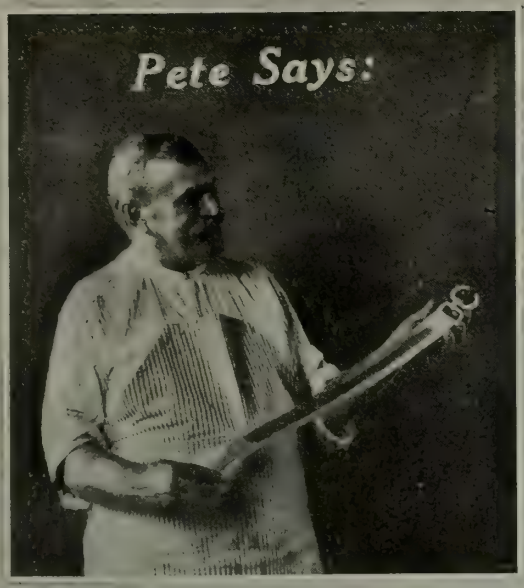
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.00 each. Less 2%.



"A dull, pulling razor has been the cause of more of man's cussin' than all the balky automobiles, "rummy" golf drives, lost collar buttons, or millinery bills in all Christendom."

Have you told your customers how to ease the way for a smooth, comfortable shave? Have you told them about

CARBORUNDUM RAZOR STROPS?

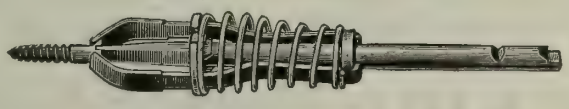
They have three big talking points that will clinch the sales—first: the sharpening side—explain that the finest possible Carborundum powder is rolled into the corrugations—two or three strokes and the razor is brought to an edge—second: the strops are made of genuine, selected horsehide; the finishing side soft, pliable, velvety, smooth—third: the hardware, or holders, are new, novel, practical, convenient.

The prices suit any income.
Ask about our razor-strop display case, hangers, cut-outs, etc.

The Carborundum Company
Niagara Falls, N. Y.

Why Not Feature
THESE TWO
"YANKEE" TOOLS

Quick Return No. 130
and Screw Holding Bit





With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.

It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

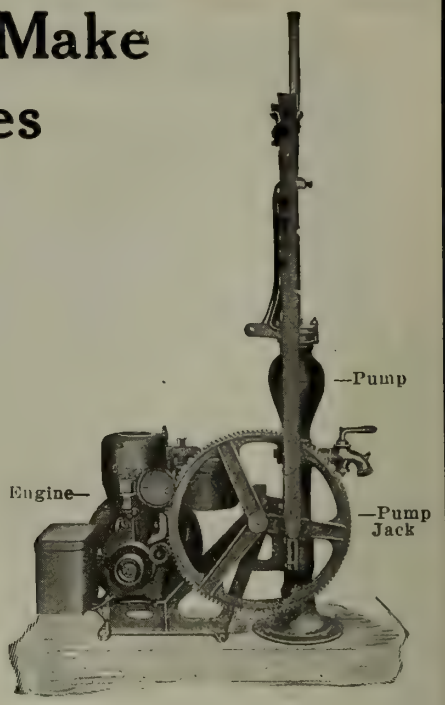
YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.



FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.

The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

The S.M.P. Seamless Savoy Roasters

Self-Basting
Self-Browning

WILL SOON BE IN DEMAND. ORDER NOW AND BE PREPARED FOR THE RUSH

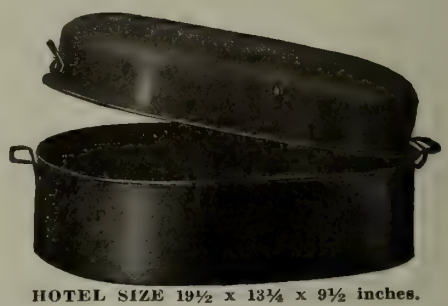
Satisfactory
Sanitary

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain smooth surface that's easy to clean.



FAMILY SIZE 17¼ x 11¼ x 7¼ inches.

PRICES ON APPLICATION



HOTEL SIZE 19½ x 13¼ x 9½ inches.

No 200 Made in Pearl Enamel and Black Steel Case Lots - - - ½ doz.

No. 400 Made in Black Steel only Case Lots - ¼ doz.

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO LIMITED
Kemp Manufacturing Company
Montreal TORONTO Winnipeg

Are You Handling the Genuine

BEAVER BOARD

For Building Purposes?

There are Imitations but not one compares with Beaver Board.



Nailing Beaver Board to new walls

Putting Beaver Board over old walls

Best

for the merchant to handle

Because

it is more widely and more favorably known.

It is most

Widely Advertised

BEAVER BOARD

TRADE PURE WOOD FIBRE MARK

Will Improve Any Building

BEAUTIFUL walls and ceilings add 100% to the effectiveness of your home. To that advantage you add many others by using

BEAVER BOARD

It is made in large panels of pure-wood-fibre.

It is quickly and easily put up.

It can be painted in beautiful and durable colors—is never covered with unsanitary wall-paper.

It needs no repairing as it does not crack.

Let us show you just what it looks like, and tell you its 41 great advantages.

Beware of Cheap Imitations.

Best

for the builder to use

Because

it has proven its superiority to every other article for the class of work intended.

It Satisfies

WE CARRY A VERY LARGE STOCK IN THE FOLLOWING SIZES.

32 inches wide	72 inches long	48 inches wide	72 inches long
	84 " "		84 " "
	96 " "		96 " "
	108 " "		108 " "

Write Us for Prices and Terms.

LEWIS BROS. LIMITED MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

The
STEEL COMPANY OF CANADA LIMITED
Hamilton

WOOD SCREWS



Bright Brass Bronze

Blued, Brassed, Bronzed, Nickel Plated,
Silver Plated, Tinned, Coppered,
and Japanned.

DRIVE SCREWS.



Prompt Shipments

assured from our complete stock which
we now have.

We solicit your RUSH ORDERS.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

"Red Devil"

Mitre Boxes

THEY ALL POINT ONE WAY

Glass Cutters

Pliers

Screw Drivers

Snips

Nail Pullers

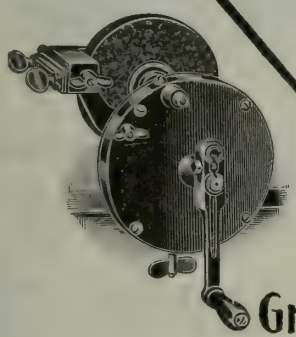
Saw Vises

Hack Saws

Auger Bits

Can Openers

Red Devil



Grinders

Red Devil



Food Choppers

All Steel



No. 77 Saw Vise

For Sleeves and Wire



No. 417 Splicing Clamp

QUALITY

SMITH HARDWARE CO., Limited
MONTREAL



"Crown" Metal Ceilings and Sidewalls

Our many artistic designs are elegant in appearance, and so simple and practical in construction that any person of any mechanical ability can easily apply them.



Let us send you our catalog No. 5.

It contains beautiful designs and practical suggestions that will greatly assist you in selecting a design for your next ceiling job.

A letter or card and one minute of your time is all that it will cost you.

McFarlane-Douglas Co., Ltd.
Ottawa, Canada

TYPE "K"

IRON BODY BRONZE MOUNTED GATE VALVES



Double Compensating Bronze-Faced Discs. Bronze Seat-Rings Screwed in and Removable. Elliptical in Design. Can be Re-packed while under pressure, Wide Open or closed.

For 125 lbs. Working Steam Pressure Tested to 300 lbs. Hydraulic Pressure









TRADE JENKINS MARK





A Full Line of Modern Power Plant Specialties

Extra Heavy Iron Body Gate and Globe Valves for 250 lbs. Working Steam Pressure
Extra Heavy Automatic Equalizing Stop-Check Valves
Cast Steel Gate Valves with Monel Metal Mountings for Extreme Pressure and Super-heated Steam.

JENKINS BROS., Limited, 103 St. Remi Street MONTREAL, QUE.

Howland's Samson Quality



You make no mistake in buying goods with this label

Because it stands for

Absolute Satisfaction

FOR YOU AND FOR YOUR CUSTOMER

The standard of excellence is always maintained in goods bearing the "Samson" label.

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

A HANGER THAT SELLS ON SIGHT

The Hatch Trolley Hanger

For good service—reliability—strength and appearance, the Hatch Hanger leads all others. The price is low, but it enables the dealer to make a good profit, and guarantees his customer the best results.

Packed 1 pair in a box with screws and bolts.



The Hatch

Canada Steel Goods Company, Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges.

Do You Want The Best Cutlery Trade In Your Town?

Then stock and sell only H. Boker & Co.'s "Tree" Brand Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.



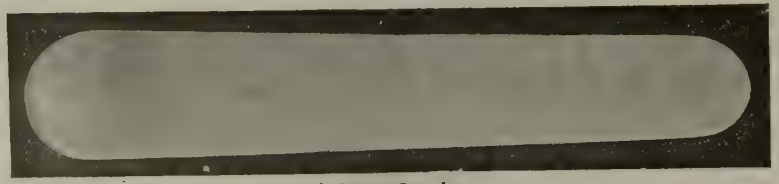
They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possble to produce.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

STRATFORD QUALITY

MEANS SATISFACTION TO EVERYONE

Ironing, Bake and Sleeve Boards



Ladders, Clothes Dryers, Etc.

Ask for Catalog.

STRATFORD MANUFACTURING CO., LIMITED STRATFORD, ONT.

REPRESENTED BY: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson, Tilley & Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

The Modern Demand for Efficiency Helps Sell this Tool

Every shop in the country is striving to increase the speed of production. Each process is timed and analyzed to eliminate unnecessary motions. Suggest to buyers in progressive establishments and to the machinists at these plants that more and better work can be produced with less effort with the

STARRETT
Quick Acting Micrometer

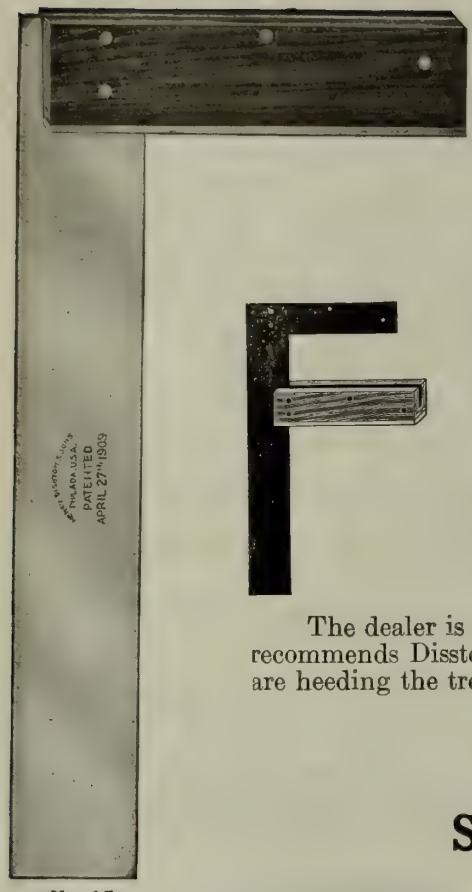
and you will find that your sales will increase surprisingly.

This micrometer embodies one of the finest improvements to an instrument of precision that has ever been made. In the handle is a plunger, which, under slight pressure from the finger, releases the nut on the micrometer screw and permits the spindle to slide to its adjustment. The plunger may then be released and the final accurate adjustment made as usual. For lathe work on which several diameters are being turned with a gang cutter this micrometer takes the place of the three or four ordinarily used and results in a large saving of time. It appeals to the man who appreciates that "time is money."



There are many Starrett tools that are equally efficient in their line and which when properly displayed do not fail to pull good sales. Our new catalog No. 20 MA is the most complete guide to the kinds and uses of machinists' tools that has ever been published. May we send it?

The
L. S. Starrett Company
Athol, Massachusetts
42-248



No. 15.

Business Builders for the Hardware Dealer

Here are three representative Disston tools that are creating a sure demand for other Disston products. Strong, durable, handsomely finished, and embracing many fine points of construction that distinguish them from any similar articles.

Their appearance attracts the buyer. He finds them exceptionally convenient to handle, and efficient in their working qualities. He becomes what every dealer desires—a satisfied customer. Not only will he say "Disston" when he is in need of other tools, but he will return to the dealer who has sold him such satisfactory tools.

The dealer is laying a foundation for steady future business when he sells and recommends Disston products to his customer. Progressive dealers everywhere are heeding the trend of the times and keeping on hand a full line of

DISSTON
SAWS - TOOLS - FILES
Quality Quaranteed

TRY SQUARE NO. 15.

The blade in this try square consists of a solid piece of steel in L-shaped form. One arm extends through the slotted stock, flush with back, and is fastened with heavy brass rivets. The stock is practically a part of the blade, which gives perfect rigidity, and makes it impossible to get out of true. Trued inside and out. The stock is of rosewood, polished, with a flush, heavy brass face plate. This is fastened to the stock by a special method which insures security.

NO. 16 D. P.
PLUMB AND LEVEL

The cherry stock is made of selected lumber, long and well seasoned. Stained and polished. Arch top plate and two side views. The brass ends are solid metal, not hollow castings. Two jam-screws operate a simple adjustment feature that permits instant adjustment of the bubble if for any reason it gets out of true.



No. 16 D.P.

NO. 41 PEERLESS BRICK TROWEL

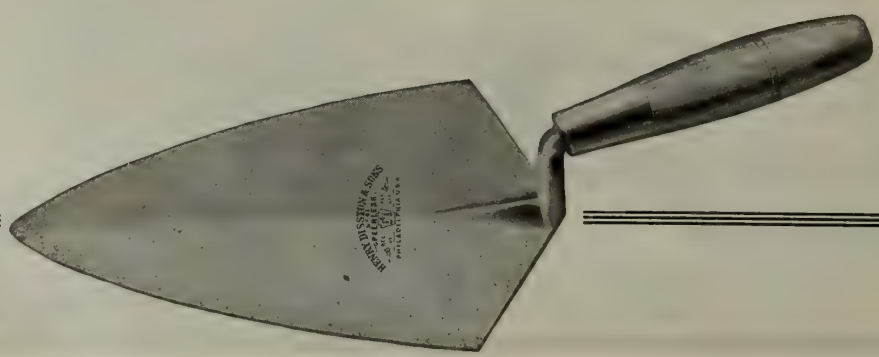
This trowel represents the very highest type of trowel making. Each one made from a single diamond shaped piece of steel, from one end of which is forged the tang. A special, high quality Crucible Steel is made in our own works for the purpose.

Hickory handle, turned and polished. Heavy nickel-plated ferrule. Our special construction positively prevents handle from turning. Note the straight post. This gives better balance when working.

HENRY DISSTON & SONS
INCORPORATED
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, U. S. A.



Reg. U. S. Pat. Office.



Established 1840

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

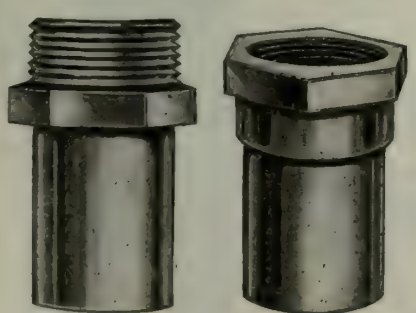
Canada Glue Co., Limited, Brantford, Ont.

GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD. FEMALE THREAD.

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

A sample order will convince you that we have reason to be proud of the goods we manufacture.



A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG

Put Your Accounting Troubles Up To Us

You can learn, without cost or obligation on your part, just where and how your profits may be increased and what leaks and losses are draining your business of net earnings. Unless we find you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

in your business, we shall not ask you to buy. If you do need the McCaskey System, we'll tell you so and show where and why. There are a few businesses that cannot use The McCaskey System with profit. If yours is one of these, we shall be very frank and tell you so.

Make use of this opportunity to learn something more about handling accounts. We have collected information from thousands of sources that you will find extremely profitable to you. Put your accounting troubles up to us. Let us show you in figures based on your own business how you can add to your profits.

If we recommend the use of The McCaskey System to you it will be for one or all of the following purposes:

Saving time in handling accounts.
Keeping every account posted up to the minute.
Making it impossible to forget to charge.
Preventing misunderstandings with customers over their accounts.
Preventing errors in accounts.
Improving your collections.
Protecting you against loss of insurance in case of fire.
Placing an automatic credit limit on each customer.

Remember, unless we are convinced that you really need The McCaskey System we shall not urge you to buy. We'll put the proposition up to you.

The advice we give is free.

Write to-day—and for your convenience use the coupon.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World



First and still the best

THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H.& M.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.

MADE IN CANADA



The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Trulite

Our Guarantee

Every Trulite Cold Blast Lantern is fully guaranteed without reservation or restriction. Should a Trulite lantern, for any reason, not meet with the approval of the purchaser, it may be returned at our expense, stating where purchased, and we will replace same free of charge.

OUR SALES AGENTS---the best Hardware jobbers in their respective communities---order Trulite lanterns from us so frequently that no matter where purchased, every Trulite lantern should be as new, bright, and clean looking as if sold direct from our factory. In spite of every precaution, conditions or circumstances--beyond the control of ourselves or our Sales Agents---may be responsible for the sale of a Trulite lantern in an unsatisfactory condition. When this does happen, we earnestly urge that the purchaser take advantage of the Trulite guarantee, as printed on the tag attached to each lantern. The reputation of the Trulite is too valuable an asset for us to risk a misunderstanding regarding the quality of our product, with even a single customer.

Ontario Lantern & Lamp Company, Limited

T. W. MONCUR, General Sales Manager

Hamilton, Canada

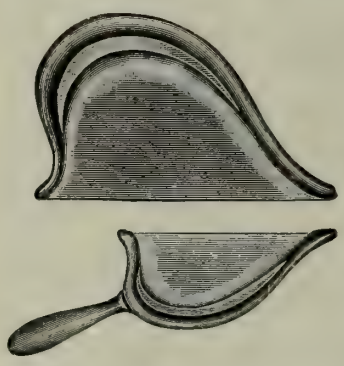
SWEENEY WARE
TRADE MARK

Nickel Plated Copper TEA and COFFEE POTS, CASSEROLES, CRUMB TRAYS, TRAYS, RANGE KETTLES, Etc.



SWEENEY WARE
TRADE MARK

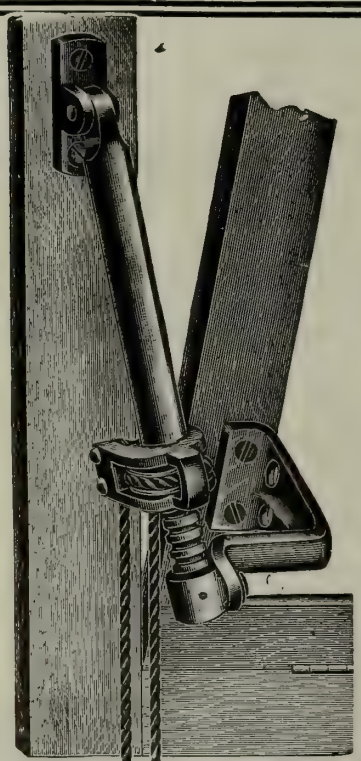
Christmas IS coming and much business WILL come your way if you handle SWEENEY WARE. It makes a "hit" with everybody in design and finish, and gives a service that is essential to re-orders.



Write for one complete catalog today. And see their large line of Crumb Trays, Chafing Dishes, Coffee Percolators, Trays, etc., etc.

W. H. SWEENEY MFG. CO. BROOKLYN, N.Y.
ALUMINUM BRASS
SWEENEY WARE
TRADE MARK
COPPER NICKEL
Established 1876





10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 EVERED & Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England
SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS
OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing
BRASS FOUNDRY
LIGHTING FIXTURES
METALLIC BEDSTEADS

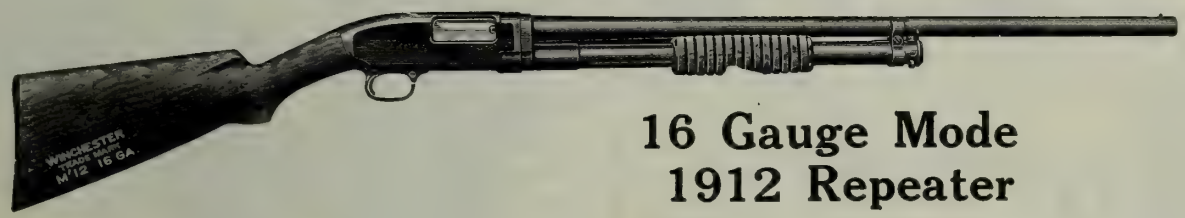
Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal

Two New

WINCHESTER

Shotguns Now Ready



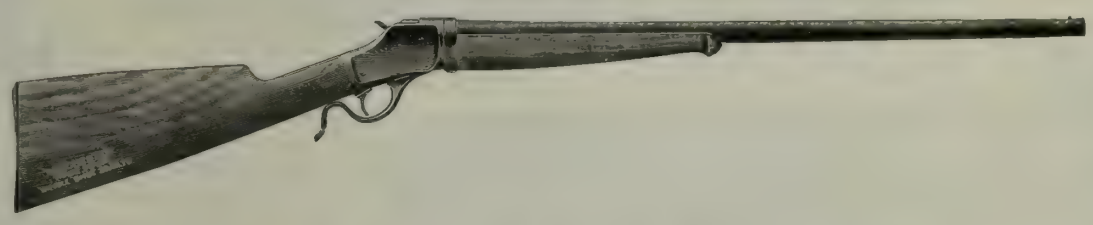
16 Gauge Mode 1912 Repeater

The lightweight, hammerless, Nickel Steel, repeating shotgun, 26-inch Nickel Steel barrel, chambered for 2 9-16 inch shells. Weight about 6 pounds, 6 shots. List price, $30.00.

W

20 Gauge Single Shot

Solid Frame and Take Down. A high-grade, handsome, strong and handy single barrel shotgun, 26-inch Nickel Steel barrel. Weight about 5½ pounds. List Prices: Solid Frame, $16.00; Take-down, $21.00.



Don't Lose Sales by not Having These Guns; Order of Your Jobber To-day.

WINCHESTER REPEATING ARMS CO.. NEW HAVEN, CONN.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

·38 Automatic

·32 Automatic

Eley ·22 Long Rifle "E" Brand Blue Label

·25 Automatic



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

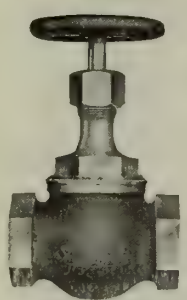
Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.





J.M.T. Globe Valve renewable disc.



Three-way Engine Indicator Cock.



Plain Grease Cup.



Cylinder Relief Valve.



J.M.T. Swing Check Valve.

Steam Goods

That meet the engineer's requirements to his most complete satisfaction.

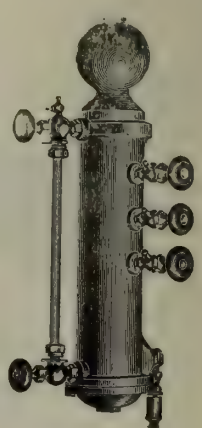
Our profit allowance is exceptionally good.

Quality and good service are absolutely guaranteed.

Ask us about any line in which you are interested.



No. 9 Water Gauge Mounting.



Water Column with high and low whistle Alarm.

The James Morrison Brass Mfg. Co., Ltd.

93-97 ADELAIDE STREET WEST, TORONTO, ONT.

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

Nickel plated, with rubberoid finish handle—**a trial dozen will convince** you that they are a very profitable addition to the notion counter stock.

Write us now for your copy of catalog No. 4.

"Kitchen Kumfort" Trowel

One of the Androck Line



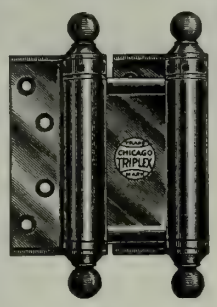
Andrews Wire Works of Canada, Ltd.

Watford, Ont.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO MARK — NEW YORK

The Merit and Distinction of These Lines Enable Dealers to Effect Quick Sales

Write For Descriptive Catalog To-Day.



Bob Sleighs



Wood Sleds

Any article in our catalog is sold by us with the guarantee that if it is defective, or not as represented, we will either refund the money paid or replace the goods, as desired.



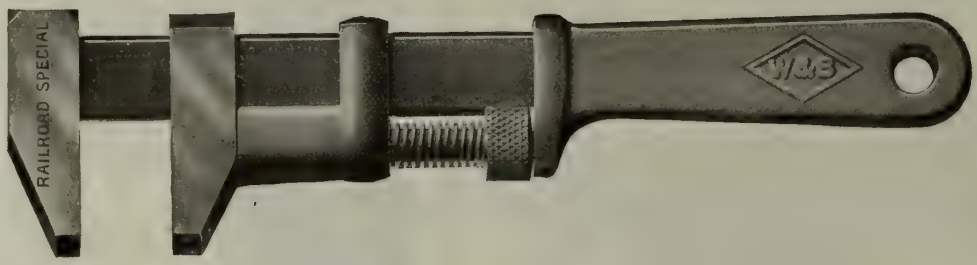
Steering Coaster

CANADIAN BUFFALO SLED CO., LIMITED, Preston, Ontario

TRADE MARK W&B

STRENGTH

TRADE MARK W&B



"W & B Railroad Special" Wrenches are unusually strong. The design is plain, construction substantial, and only tested steel is used, assuring great strength, durability and "grip." Threads do not strip or jaws chip off on "W & B" Railroad Wrenches. Both head and bar are drop forged in one piece, jaws are case hardened.

A full guarantee goes with every "W & B" Wrench, High Speed Steel Drill or other small tool. We build the most complete line of small tools manufactured under one trade mark—"W & B."

Write for Catalogue 82-G.

The Whitman & Barnes Manufacturing Company

ESTABLISHED 1854

Office and Factory: St. Catharines, Ont. Stocks carried at Winnipeg and Montreal

The World-Famous

SIMONDS

Crescent-Ground

CROSS-CUT SAWS



MADE IN MONTREAL

Sell **Simonds Saws** because they will give your customer better service than any other make of saw. There is none better. They cut easy and saw fast. Made of Simonds special edge-holding steel. Each saw guaranteed. Buy from your jobber or write to

Simonds Canada Saw Co., Limited

St. Remi St., and Acorn Ave.
Montreal, Que.
Vancouver, or St. John, N. B.

You Will Need A Full Line Of

"UNIVERSAL" Nickelware

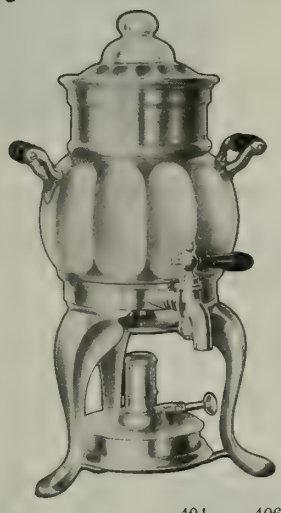
For Your Holiday Trade



"UNIVERSAL" CHAFING DISHES.

No. 900. Copper or Nickel Plated, $16.50.

Silver Plated, $22.50.



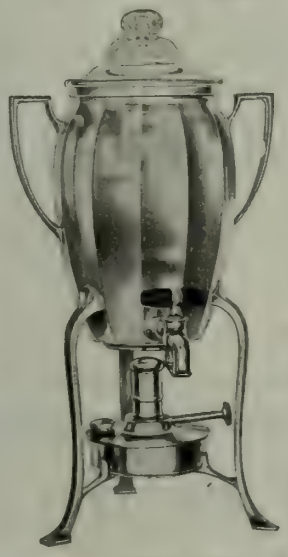


X-RAY VIEW.

No. 106 "UNIVERSAL" Coffee Urn.

Circulates from six to ten times more water and in less time than any other Percolator.

No.	404	406	409
Capacity,	4 Cups	6 Cups	9 Cups
Nickel or Copper,	$12.50	$13.75	$15.00
Silver Plated,	13.75	15.50	17.25

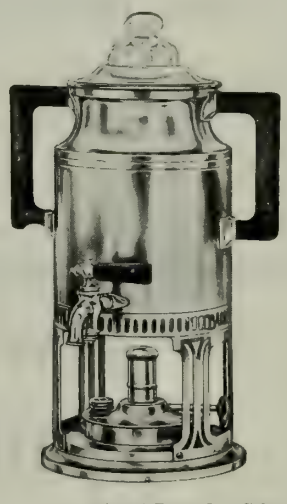


No.	Capacity.	Nickel Plated or Copper.	Silver Plated.
6406	6 Cup	$16.50	$18.25
6409	9 Cup	17.75	20.00



"COLUMBIA" CHAFING DISHES.

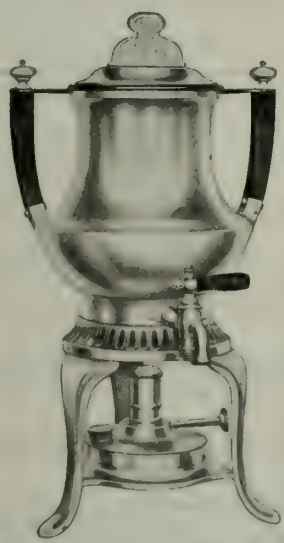
No. 210C—Polished Copper.$ 8.00
No. 210N—Nickel Plated .. 8.00
No. 210S—Silver Plated ... 14.00



No.	Capacity.	Nickel Plated or Copper.	Silver Plated.
704	4 Cup	$11.25	$12.50
706	6 Cup	12.50	14.25
709	9 Cup	13.75	16.00



No.	Capacity.	Nickel Plated or Copper.	Silver Plated.
6106	6 Cup	$15.00	$16.75
6109	9 Cup	16.25	18.50



No.	366	369
Capacity,	6 Cups	9 Cups
Nickel or Copper,	$15.75	$17.00
Silver Plated,	18.00	19.75



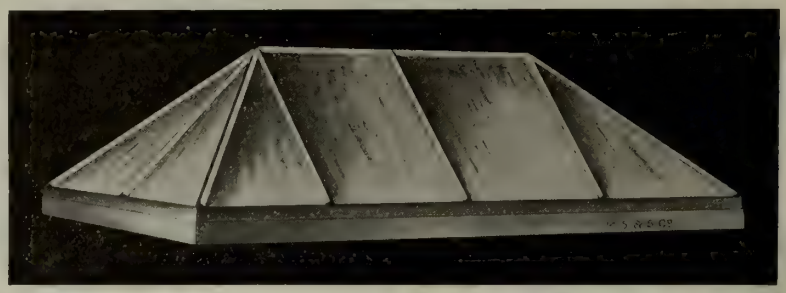
"COLUMBIA" CHAFING DISHES.

No. 225N—Nickel Plated .....$ 9.00
No. 225S—Silver Plated 15.00

Write To Your Jobber For Prices Or Direct To Us.

LANDERS, FRARY & CLARK, - - - NEW BRITAIN, CONN.

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO

—"always cleancut, well made and nicely packed"—

_____Hardware Co.



So writes one of our customers in an unsolicited letter.

If you have ever sold Goodell-Pratt Tools you know this to be true.

And, furthermore, they have Quality as an additional incentive to those who do not now handle to stock and push

Goodell-Pratt Tools

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.

Safety Demands Plymouth Rope



"A. Jacobsen, 55 years old, a painter, fell thirty feet to his death yesterday morning at the plant of the——Cordage Company——and ——Streets. Jacobsen was painting the roof of the building and had two ladders tied together with ropes to support him. The rope broke, parting the ladders and sending Jacobsen to the ground below. He was rushed to the——Emergency Hospital, but died in the ambulance, having broken his neck."

The above item appeared in a newspaper some weeks ago and was quoted in the August 21st issue of the Cordage Trade Journal.

Although more impressive because it occurred within the limits of a rope plant, this fatality is no more significant than any of the every-day accidents which are bound to happen through the use of cheap rope.

For all work, "high up" or otherwise, Plymouth Rope has proven itself to be absolutely dependable. In fairness to yourself and your customers, sell only *Plymouth.*

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Everything In Its Favour



Quality, workmanship, price and adaptability makes selling easy.

You don't waste time pushing

McClary's Perfection Self-Blasting Roaster

It climbs over all opposition.

It saves your time and your customer's money—Write our nearest Branch for further particulars.

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

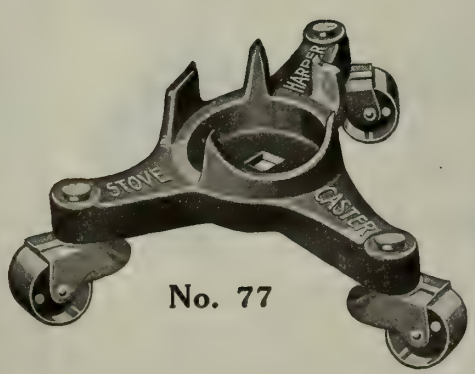
TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

PEASE "ECONOMY" FURNACES

Write to-day for Catalogue and Prices.
PEASE FOUNDRY COMPANY
Limited

Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.



No. 77

Equip Each Stove On Display With a Set of CASTERTRUCKS

A stove that is fitted with the **Harper Handy Castertruck** can be easily shown to prospective buyers. You can wheel it to them and the light, where they can clearly see every part.

Lack of proper display is causing many dealers to lose good stove sales.
The dealer who has his stoves on a dark, dusty platform cannot show them to the satisfaction of customers.

Mount your stoves on Castertrucks now and guard against loss of business.
If your jobber doesn't carry Harper "Handy" Castertrucks—write us.

Chicago Hardware Foundry Company
North Chicago. Ill.

What does it profit a man who makes big promises and sells cheap goods?

McClary's Pandora Range



For a combination of highest grade material and workmanship and labour-saving facilities our Pandora takes the topmost place in Cast Ranges. Its splendid system of oven ventilation, the special flue construction which forces the heat twice round the oven, the heavy triple triangular grates, the fire-box with its semi-steel linings, the enamelled steel reservoir, and the patent fuel saver are features which demand the attention of all live dealers and appeal to prospective users. Write our nearest Branch to-day for detailed particulars.

McClary's

LONDON TORONTO
MONTREAL HAMILTON
ST. JOHN, N.B. CALGARY
WINNIPEG VANCOUVER
SASKATOON EDMONTON

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

McClary's on goods is a quality name

All Parts of the "Banner Furnace"

Are Designed And Built With The Object In View To Make It Heating Apparatus Of Highest Efficiency And Practical Economy.

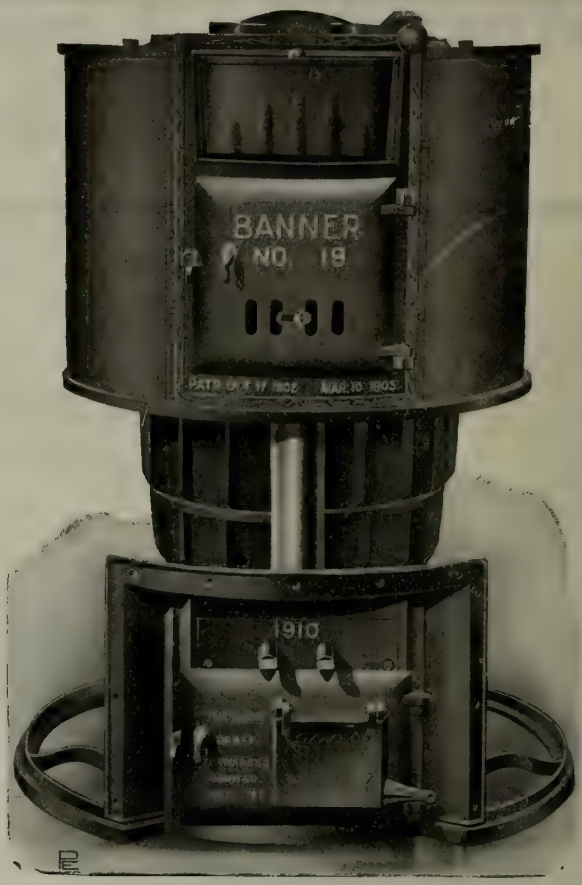
The **Grate Bars**, the **Fire Pot** and the **Dome or Combustion Chamber** are the parts of any furnace that are subject to the most wear and tear. Those on the "**Banner**" are of heavy cast iron and are much more durable than on any other furnace.

Let us go into detailed description with you. Write for full particulars to-day.

The "Banner" profit is a very good one.

The Galt Stove & Furnace Co., Ltd.

GALT, ONTARIO



Davidson's Oil Heaters



Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, and can be operated just where the heat is needed.

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED

Montreal Winnipeg Toronto

Two Ranges In One!

A Combination of the Best Coal and Best Gas Range We Make

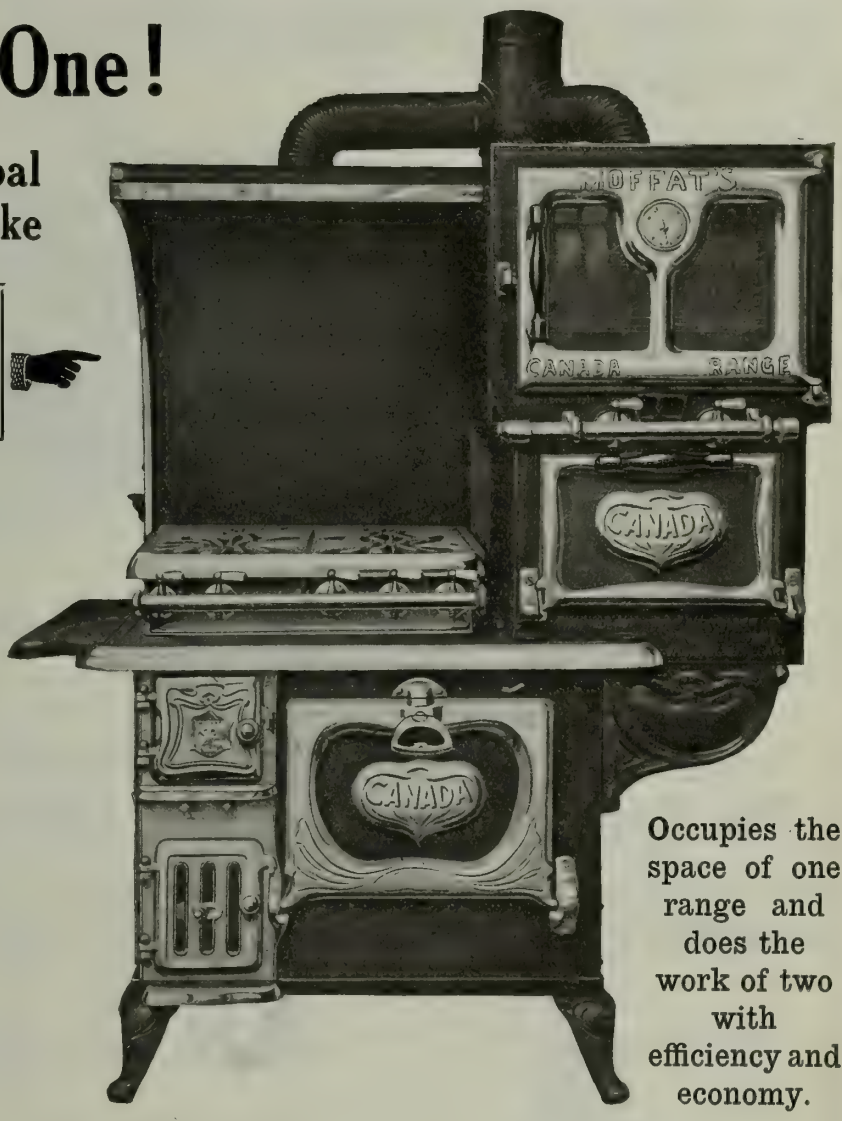
The Kind of Seller for which You are Looking

The most important part of a gas range is the burner; a coal range—the fire-box.

The Gas Section of the Canada Combination is fitted with the most scientific burners yet produced.

There are no burners in the flues to close up.

The coal fire-box has very heavy bricks, enclosed cogs, heavy anti-clinker duplex grates, and brick rests. All parts easily removed when required.

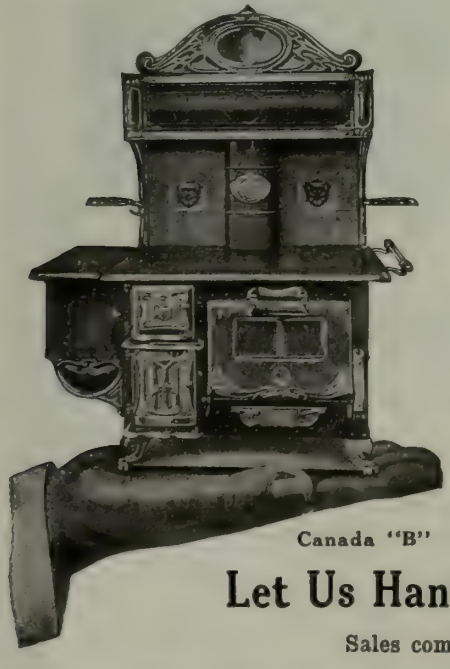


Occupies the space of one range and does the work of two with efficiency and economy.

The canopy and ovens are both ventilated into the smoke pipe.

The 4 burner gas table folds up under canopy.

Both coal and gas ovens can be used at the same time.



Canada "B"

Let Us Hand You A Good One---The Canada "B" Steel Range

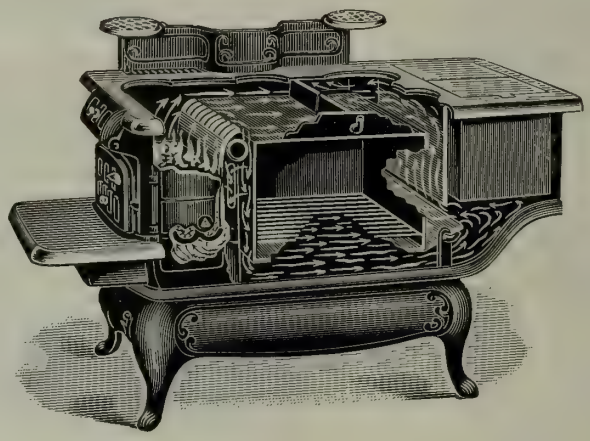
Sales come quick and you get a splendid profit. Ask for full particulars.

The MOFFAT STOVE CO., Limited, Weston, Ont.

Montreal Winnipeg Calgary Vancouver

From the Housewife's Viewpoint

The Supreme Range is a rattling good investment. It saves her 50 per cent. of her fuel bills and does her cooking better. It's the range that is going to stand up under continual "kitchen" use.



From the Dealer's Viewpoint.

Because of its direct appeal to the housewife—his best customer, because of its "make good" qualities and because it will bring satisfied users again and again to his store, it's just as good as an investment.

50% Saving in Fuel Guaranteed

The "Supreme" is an honest range made by honest methods. It's all range value—right through. To the dealer its liberal margin of profit offers a very attractive proposition. Write us, we'll tell you all about it.

The Supreme Heating Co., Limited, Welland, Ontario



ART SOUVENIR

THE BEST BASE BURNER EVER MADE

Profitable to the dealer and satisfactory to the user.

Two styles and eight sizes.

In stock for prompt shipment.

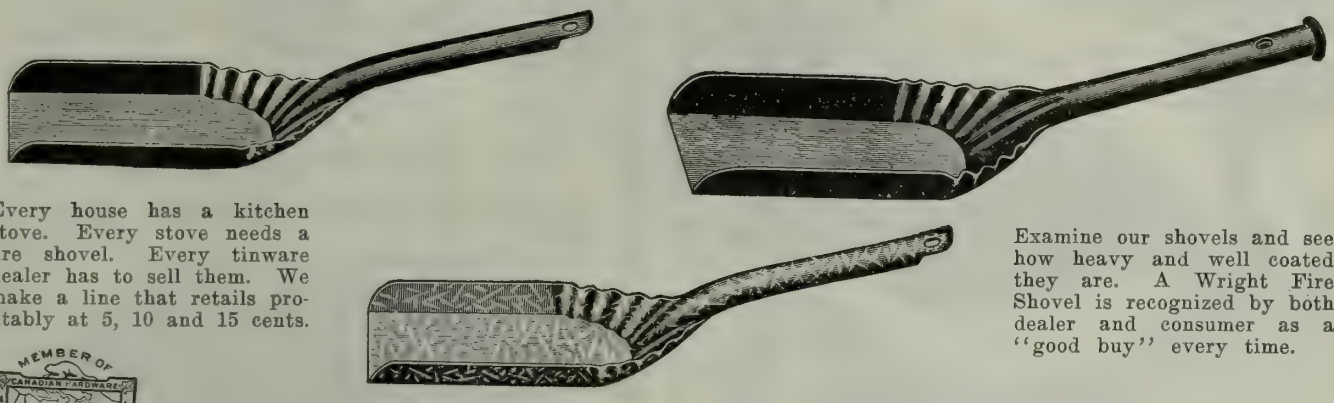
Hamilton Stove & Heater Co., Limited.

Successors to Gurney, Tilden & Co. Limited

HAMILTON ONTARIO

Tilden, Gurney & Co., Ltd. Winipeg, Calgary, Vancouver.

This is Fire Shovel Time



Every house has a kitchen stove. Every stove needs a fire shovel. Every tinware dealer has to sell them. We make a line that retails profitably at 5, 10 and 15 cents.

Examine our shovels and see how heavy and well coated they are. A Wright Fire Shovel is recognized by both dealer and consumer as a "good buy" every time.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS ASSOCIATION

E. T. WRIGHT CO., LIMITED, Hamilton, Canada

Manufacturers of high class Japanned and Galvanized Wares. You need a copy of our new Catalog—Ask for it.



"PARKYTE"
Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

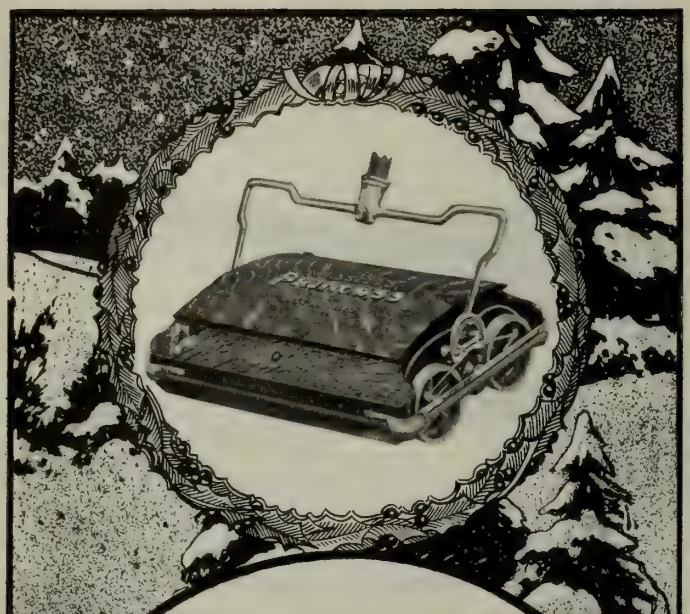
TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal



BISSELL'S CHRISTMAS OFFER

is now in force

UNTIL December 15th we will include FREE, with an order for one dozen or more high-grade sweepers, one of our new "Princess" sweepers in consideration of your active interest in our line during the fall and holiday season when our own publicity advertising is the most extensive and the natural demand greatest.

Each year the public exhibit a growing tendency to buy Christmas gifts that are useful and which will give more than passing pleasure, recognizing that the value of an article lies, **not in its mere ownership,** but in the **service it renders.**

The Bissell sweeper makes a most appropriate gift that is at once useful, handsome and moderate in price. It eliminates the drudgery of sweeping, confines the dust, and freshens and brightens carpets and rugs, making it a source of **daily** comfort, convenience and satisfaction for years. The Bissell is a popular Christmas gift everywhere. A woman wants two sweepers, one for upstairs, and one for down.

Let us mail you a copy of our Christmas Offer Announcement.

Bissell Carpet Sweeper Co.

Grand Rapids, Mich.

Largest Exclusive Carpet Sweeper Mfrs. in the World.

BRANCHES:

New York, 25 Warren St.
Salesrooms & Export Dept.

Niagara Falls, Ont.
(Factory)

Paris, France

Agencies Everywhere

Highest CHADWICK BRASS CO. HAMILTON *Quality*

Art Metal Goods, Brass House Furnishings, Etc.



AM 5418. EMPRESS.
Polished Brass. Iron Lined. Diameter 10½ inches. Height 4 inches.

These Cuspidors

Will sell readily and yield you a most desirable profit.



AM 5047. PRINCE GEORGE.
Polished Brass. Diameter at top 8 inches. Height 8 inches.

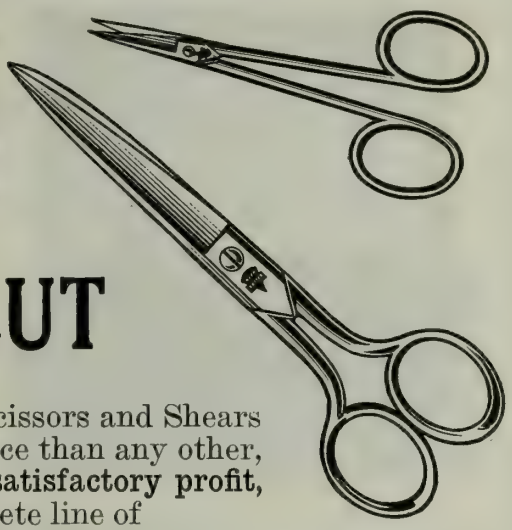
Write for complete catalog.

Chadwick Brass Co., Ltd.

Hamilton, Canada



E. C. SIMMONS
KEEN KUTTER
TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.



CLEAN CUT

If you want to sell your customers Scissors and Shears that will give longer and better service than any other, and at the same time make **a most satisfactory profit,** you should add to your stock a complete line of

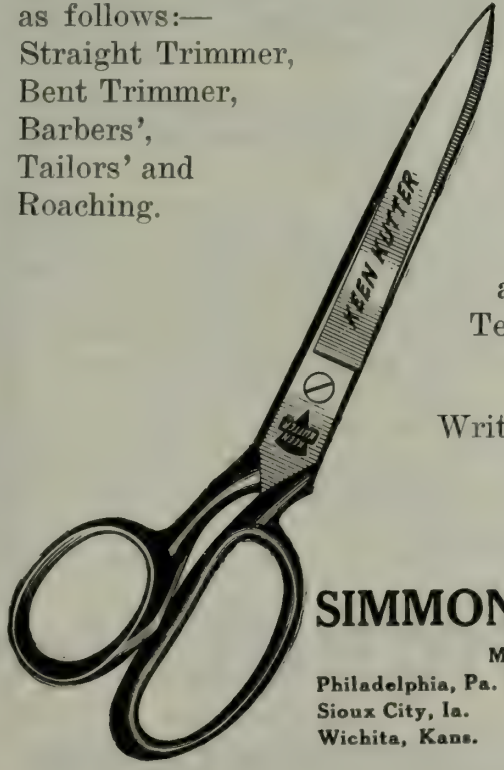
KEEN KUTTER

Scissors and Shears

They have edges that cut sure and easy, and the edges maintain their cut. The thumb and finger holes are shaped for easy work.

Each pair is guaranteed by us, and you in turn can guarantee money back to your customers if not satisfactory.

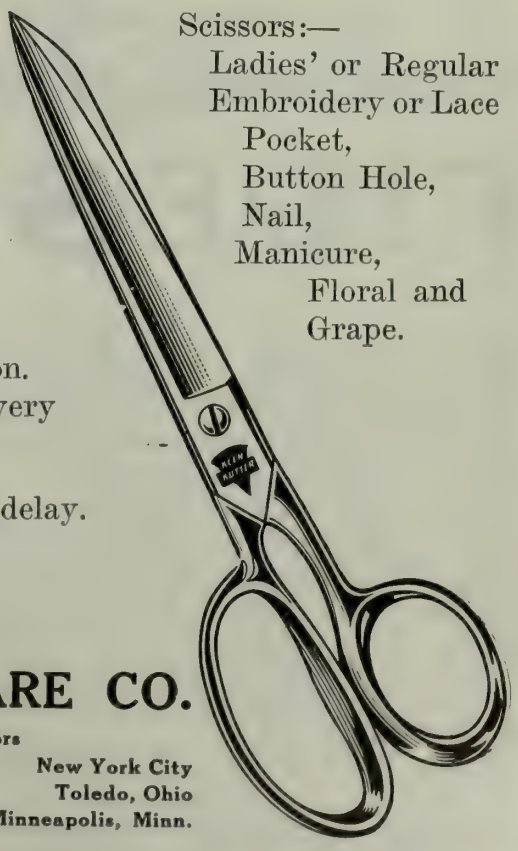
We can furnish shears as follows:—
Straight Trimmer,
Bent Trimmer,
Barbers',
Tailors' and
Roaching.



The profit is so generous they are worth any dealer's attention. Terms and prices are very inviting.

Write for them without delay.

Scissors:—
Ladies' or Regular
Embroidery or Lace
Pocket,
Button Hole,
Nail,
Manicure,
Floral and
Grape.



SIMMONS HARDWARE CO.

Manufacturers and Distributors

Philadelphia, Pa. **St. Louis, Mo.** **New York City**
Sioux City, Ia. **Toledo, Ohio**
Wichita, Kans. **U. S. A.** **Minneapolis, Minn.**



The Barr Account Register has proven "The Better Way" in Business.

THE BARR ACCOUNT REGISTER — the latest and best.

THE BARR ACCOUNT REGISTER—requires less space than other systems.

THE BARR ACCOUNT REGISTER—is quicker to operate and more convenient.

THE BARR ACCOUNT REGISTER—is built in two styles from 100 accounts up.

Eliminate
THE BAD ACCOUNTS
THE GUESSING
THE NIGHT WORK
THE WORRY
THE LOSSES

Increase
YOUR COLLECTIONS
YOUR SATISFIED CUSTOMERS
YOUR LEISURE TIME
YOUR STORE EFFICIENCY
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The Barr Register will do this for you.

Special Notice : The Barr Register is a bona fide Canadian invention fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary.

We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk. Signed, BARR REGISTERS, LIMITED.

Write to-day for more information, which places you under no obligations.

Barr Register, Limited
TRENTON, ONTARIO

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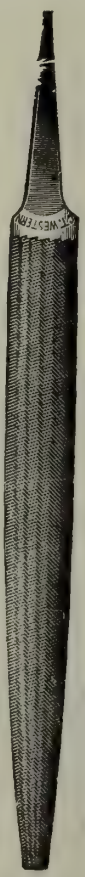
NICHOLSON-MADE

FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is



"Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39
Port Hope, Canada



The Beautiful "Metallic" Ceilings and Walls

are made in a great variety of up-to-date designs, with border, friezes and dados to match, suitable for all kinds of rooms, halls, etc.

Fire-proof, Sanitary, Inexpensive

Homes, stores, schools, theatres, hotels, cafes, and public buildings of all kinds are using this modern, artistic and inexpensive interior decoration to advantage. You ought to be handling this line and making money out of the demand that exists.

Use "Metallic" Ceilings and Walls in your own store. This will help you sell others. Erected in your store, they will effectively demonstrate their desirability from the standpoint of beauty, fire-protection, durability, economy and cleanliness.

Send for our illustrated catalogue "H" and price-list, so that you can get into this money-making line at once.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence Solicited.

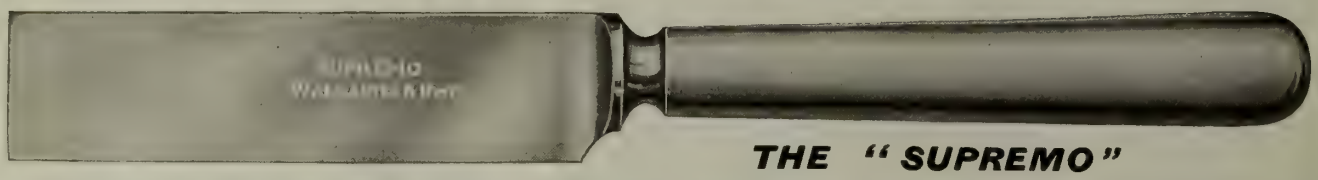
We send cuts with table of breaking strain.

Samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

Easy Fitting Eavetroughs and Conductor Pipes are Our Specialty

Elbows, valleys, ridge roll, skylights, ventilators and **Corrugated iron.** Write for prices on galvanized sheets. **We ship while others are thinking about it.**

WHEELER & BAIN, Toronto, Ont.



Fast Sellers and Good Repeaters



NEW CENTURY

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

This Trade Mark



is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

The best buy for your Fall Trade



Makers: NEW IDEA

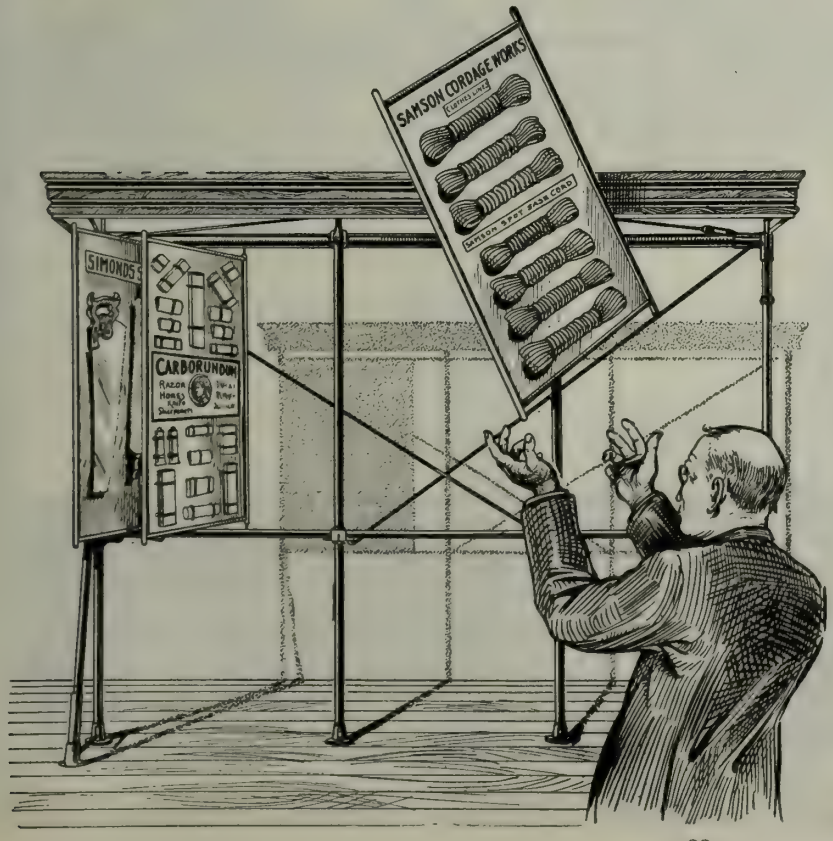
CUMMER-DOWSWELL, Limited HAMILTON CANADA

Two Vital Selling Problems Solved



This is what the Manufacturers and Jobbers will do for you.

They'll send you their Samples on MULTIPLEX Wings.



How to sell a man quickly what he comes to buy is one of the pressing problems of your business.

Another problem even more important is to sell every customer something else he needs, but had not thought of.

The Multiplex method has solved both these problems by showing samples of hundreds of different things where every customer will see them when buying the one thing he came to buy.

While his first purchase is being wrapped, he turns the leaves of the Multiplex, finds something else he needs, and buys that too.

The Multiplex Way is the Easiest Way

to make extra sales. Thousands of dealers have found that out. Try it yourself!

This is the way; order a main frame with 3 or more wings—on condition that we, within 60 days, find at least six manufacturers who will furnish you with other wings ready mounted with their samples.

It's Up To You

It's up to us—so write at once and let's give you all the facts about this "Bigger Business Scheme."

The Multiplex Display Fixture Co.

919 N. 10th St., St. Louis, U.S.A.
1733 Republic Bldg., Chicago
1133 Broadway, New York
2 Kearney St., San Francisco

The Mark of Superiority

Working Quality
Unsurpassed

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED

Durability and
Strength Combined

KEYSTONE

KEYSTONE
Copper Bearing, Rust Resisting Galvanized Sheets

Specially suitable for the Manufacture of

Roofing	Eave Trough
Cornices	Conductor Pipe
Valleys	Window Frames
Flashing	Ventilating Pipe
Sky-lights	Metal Store Fronts
Ridge Rolls	Metal Weather Strips
Ventilators	Iron Doors and Shutters

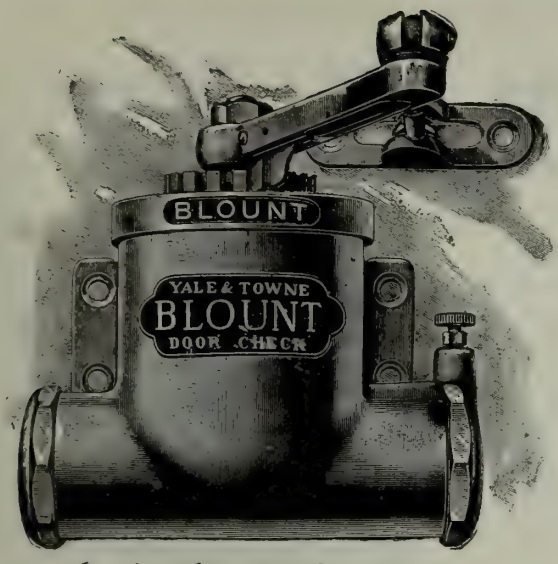
and all exposed Sheet Metal Work.

Send for our Booklet describing the material and illustrating the ACTUAL WEATHER TESTS made under various conditions of exposure during the past two years.

The EXTRA COST of this product is MERELY NOMINAL.

UNITED STATES STEEL PRODUCTS COMPANY
NEW YORK ~ ~ Branch Offices WINNIPEG and VANCOUVER
EXPORTERS OF THE PRODUCTS OF THE
AMERICAN SHEET AND TIN PLATE COMPANY, PITTSBURGH, PA.

B. & S. H. THOMPSON & CO., LTD.
MONTREAL, 507 Transportation Building TORONTO, 1205 Traders' Bank Building
SELLING AGENTS FOR EASTERN CANADA



BLOUNT DOOR CHECKS

One of the most reliable makes of Door Springs and Checks. The springs are well tempered and strong and the checking device is positive, avoiding the slam of doors, yet holding them tightly closed. Many of our Public Buildings have been equipped with Blount Door Checks on their doors for years, where they have given every satisfaction.

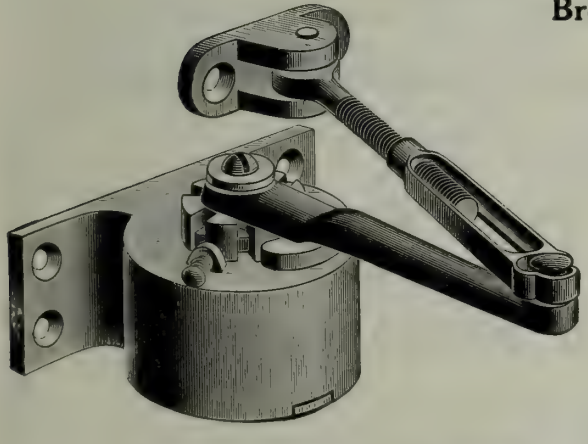
Model 1911 Corbin Door Checks

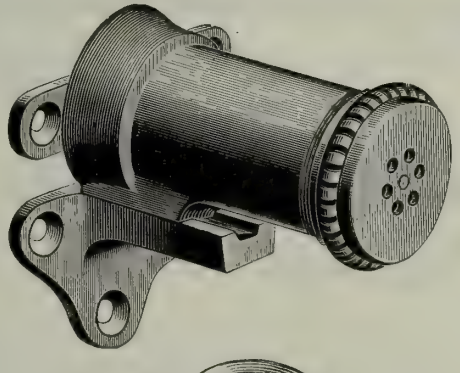
Can be used on doors either right or left hand without change. This new model is so improved that it overcomes weak points on other checks. Sizes for all doors in stock.

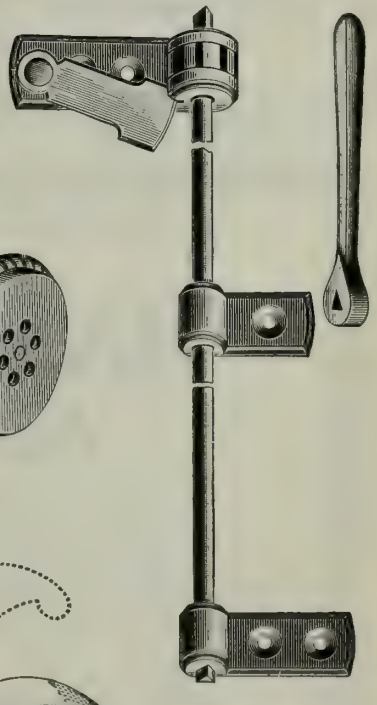
Eclipse Door Springs and Checks

For all Sizes of Doors. Fine Gold Bronze Finish.

TORREY SPRINGS

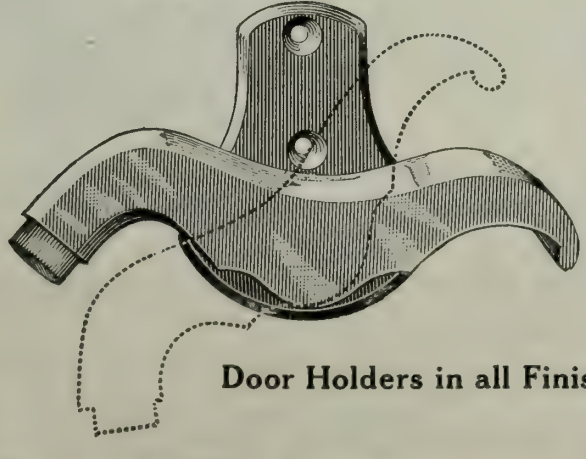








Regulating Helical Door Springs, 4, 5, 6 and 7 inches.
Long Arm English Door Springs, 18 inches.



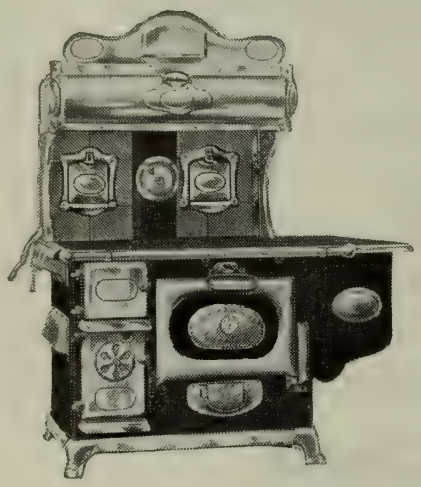
Door Holders in all Finishes

Caverhill, Learmont & Co.

MONTREAL

Findlay "Favorite" Stoves and Ranges

Will Add New Life To Your Stove Dept.

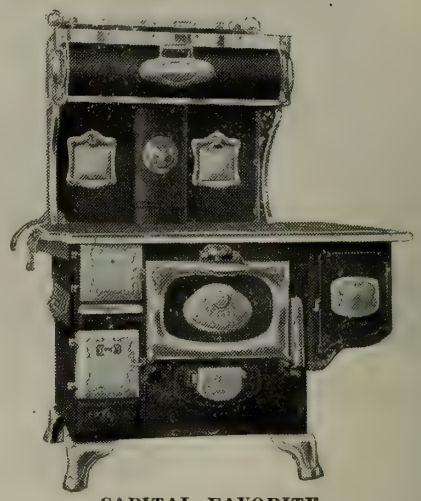


UNIVERSAL FAVORITE
18 and 20-inch Ovens.

They have the smooth castings, the tight and well fitted joints and the semi-plain finish that catches the eye of the prospective buyer.

While great care is exercised in the design and finish, they are carefully constructed for efficiency and fuel economy.

We make a Range or Stove at a price that every person can afford—each is an exceptionally good value.



CAPITAL FAVORITE
16, 18 and 20-inch Ovens

Findlay Bros. Co., Limited

Head Office and Works: CARLETON PLACE, ONT. **Branch House: 260 Princess St., WINNIPEG**

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary Distributing Agents **Geo. D. Horsman, Vancouver**

A Safeguard For The
HARDWARE DEALER
Against Losses and Mistakes

A business without a system is like a kite without a tail. The dealer may be putting forth his best efforts to make his sales increase, but if he hasn't an up-to-date way of keeping accounts a considerable amount of his labor is utterly wasted. He forgets to charge, makes mistakes, encounters disputes over accounts, and loses good customers through same.

Keep your accounts the "Shouperior" way and you do away with losses, trouble and expense, and get the results for which you are striving.

Let us give you full particulars on this Retail "Safeguard" System.

Now is the time to act. Do not go without this protection any longer.

Write to Bureau of Co-operation, Systems and Design and ask for Retail Safeguard System, Sub. 10, Form C-3.

Remember, you cannot spend a dollar with us unless it is evident to you, you will be benefitted.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED

10 St. Peter Street, MONTREAL

SORT UP ROPE

Before close of Navigation
Before cartage conditions become congested
Before your stock is depleted

As moderate buyer's **CORDAGE** stocks are low, the large distributors should keep their stocks well assorted. "Rush deliveries" have become the order of the day, thus firms with a full line of **CORDAGE** secure the business.

ORDER NOW and ORDER FROM
Consumers Cordage Co., Limited

The oldest established makers of all that stands for Cordage,

Prompt Attention Given to Special Orders.

LION TRADE  MARK
BRAND

MANILA, SISAL, ITALIAN, RUSSIA, JUTE

Consumers Cordage Co. Limited

FACTORIES: Montreal, Que., and Dartmouth, N. S.

BRANCHES: Toronto, Ont., and St. John N. B.

F. H. Andrews & Sons, Quebec. MacGowan & Co., Vancouver. Tees & Persse, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton.

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21**% German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon.** The smaller staple piece is used in disignating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY
LIMITED

SALES ROOMS

Toronto **Winnipeg** **Vancouver**

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, NOVEMBER 1, 1913. No. 44

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1887)

Cable address: Macpubco, Toronto; Atabek, London, Eng.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island, and Newfoundland.

HARDWARE AND METAL

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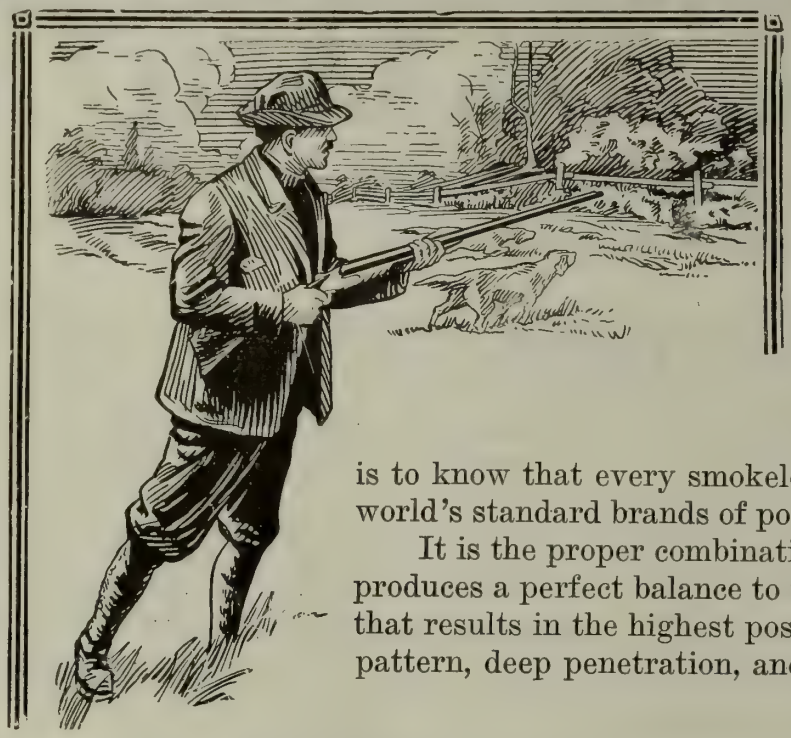
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That Helps to Increase Your Sales of

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369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. NOVEMBER 1, 1913 No. 44

Featuring Goods for Household Use

The Policy Pursued by a Toronto Store — One Side of Store is Devoted to Household Goods — Mailing List is Maintained and Literature is Distributed Throughout the District.



Sectional view of household goods' department.

A HARDWARE store located in a purely residential section, to a great extent out of reach of the factory and mechanics' trade, and still doing a nice trade in household goods, tools and general hardware.

Such is a description of the hardware store conducted by G. H. Wall, Roncesvalles Avenue, Toronto. The goods featured by Mr. Wall are sold largely to householders.

The accompanying illustrations show two views in the household goods department. Wall cases with sliding doors are used to display such lines as aluminumware, enamelware, tinware, wire goods and specialties. Some of the larger articles are kept in open shelving. Tables are also used for displaying household goods, and every effort is made to always keep the goods on hand well displayed.

There is always a big sale for polishes of various kinds in a residential section, and a portion of the wall shelving, as shown in the illustration, is used for displaying these lines. The lines stocked include furniture and metal polish, silver polish, stove polish, floor polish, etc.

Polishing cloths and mops are also good sellers in residential sections, and these lines are always featured.

As shown in one of the accompanying illustrations, one silent salesman in the household goods department is devoted to a display of tools, including planes, hammers, chisels, screw drivers, saws, etc. Despite the fact that the store is not visited to any great extent by mechanics, a large tool trade is done. The firm's trade in tools is mostly with householders, and Mr. Wall has found that the average householder is willing to pay a good price for a good tool.

Paints Are Featured.

Paint and paint specialties are also good selling commodities in a residential district, and this line is featured strongly by Mr. Wall. One of the show windows is used for nine months in the year exclusively for displaying paint and paint specialties. No display is allowed to remain in for more than one week.

Method of Advertising.

The best method to employ in order to secure publicity by a firm located in the outlying section of a large city is a perplexing problem to many dealers thus located.

Mr. Wall has given close attention to the matter of advertising, and has found that he can obtain excellent results from attractive window displays, distributing circulars throughout the district in which he is located, placing circulars and advertising matter in parcels, and also in making use of a mailing list.

Uses Mailing List.

Mr. Wall has a mailing list including those residing in the district where his store is located. He tries to keep the list complete and up-to-date in every respect. Mr. Wall sends lists of names to the manufacturers whose lines he sells and they in turn send along advertising matter and information to those persons included in the mailing list. Excellent results have been secured by this method of advertising and although the keeping up of a complete mailing list entails considerable work, Mr. Wall considers that the labor thus expended brings big returns.



Sectional view of household goods' department.

Prompt attention to phone orders is another important essential in conducting a successful hardware business in a residential section. One of the lines which the firm enjoy a large trade in is floor wax. Every day several phone orders for wax are received and prompt attention is given to each order. This is only one of the lines on which a nice regular trade has been worked up on and for which telephone orders are received daily.

Business in household goods has grown rapidly during the past few years and this class of trade is one that can be successfully catered to by the hardware trade.



A view of the front of the Johnson Hardware Co. store, Fort Frances.

HANDLING QUALITY

Perhaps no hardwareman in Canada has demonstrated more effectually the advisability of handling quality goods than W. G. Johnson, of the Johnson Hardware Co., Fort Frances, Ontario. Located in a town where a great deal of foreign trade is done, Mr. Johnson has yet maintained a strict standard

Mr. Johnson has made quality the keynote of his merchandising campaign from the time that he first started in business. He specializes on household goods and the quality idea is carried out most strongly in that department

Mr. Johnson's policy has always been to show a customer a quality article first. He points out the good features and the extra value of the article and demonstrates that it would give service fully in keeping with the price. If the customer cannot be convinced that it would pay him from every standpoint to invest in an article of quality, then the cheaper grades of goods are produced. — Reprinted from Fall Special Number of Hardware and Metal.

A Store Operated With an Eye to the Future

Johnson Hardware Co., of Fort Frances, Conduct Business on Sound Principles — Quality Reigns Supreme in This Store—Special Attention Paid to Household Goods—Store Recently Enlarged and Renovated.

"Fort Frances has a growing population of 3,000, and will reach 6,000 in another twelve months."

This phrase, culled from a lengthy description of the town of Fort Frances, Ont., is indicative of the spirit which permeates the whole town and its inhabitants. A mere doubling of population in twelve months! Note the complete confidence shown. Not "will probably reach" or "should reach"; just a quiet "will reach."

This sentiment is reflected among the business men of the town, and with particular force in the case of W. G. Johnson, of the Johnson Hardware Co. Readers of Hardware and Metal were introduced to Mr. Johnson in the fall special number, which contained an article referring to his complete belief in the wisdom of handling quality goods. Mr. Johnson is a typical Westerner, brimful of energy and determination and earnestness of purpose. It is only within comparatively recent years that he has been in business, and the extent to which his business has grown is evidenced by the views of his store, exterior and interior, herewith reproduced. He now has a splendid connection, which he has built up on the most solid of foundations—good principles and good service.

This year Mr. Johnson renovated the front of his store. The store had formerly been back a few feet from the level of the street—in some respects an advantage, in others a serious disadvantage. When installing the new front, Mr. Johnson brought it out to the street level. As it now appears, the store is thoroughly modern, with excellent facilities for displaying goods and the very best for admitting light into the store. In order to serve the latter purpose, the windows are not cased in at the back, and the light is, therefore, allowed to pour into the store without any obstacle.

Features Household Goods.

The arrangement of the goods, as shown in the view of the interior, gives conclusive insight into the sales policy adopted. Mr. Johnson pushes household goods, catering strongly to that class of trade. He carries a large stock of everything necessary for household

use, from enamelware to cut glass. The goods are shown prominently in the front of the store. Facing the entrance is a glass "silent salesman," which is used for the display of the best class of goods—cutlery, silverware, brass goods, and so on. The space behind, extending down the centre of the store, is devoted to the bulky varieties—refrigerators, washing machines, etc. The wall space to the left is devoted largely to enamelware, kitchen utensils of all kinds, and household paints.

Mr. Johnson is a firm believer, as stated before, in the expediency of handling quality goods. He carries the best grades almost exclusively, handling the cheaper lines only in sufficient quantity to meet the demand which is always felt, and always will be felt, for that class of goods. He does not push them or feature cheap lines.

One of the two show windows is used for the display of household goods. In the illustration the left window contains a display of aluminumware; white paints occupy the other. Mr. Johnson has found the store window a wonderful help in creating business, particularly business in quality lines. At a distance price is a big inducement. When the article is not seen, a person looks upon a saving in price as a very potent argument indeed. That is the reason why mail order buying thrives.

But when the article is seen, quality enters into the question and price becomes but one, instead of the whole, consideration. If the highest priced article is attractive and quite apparently worth the money, the customer is prone to consider quality ahead of price. And that is the reason why quality goods should be prominently displayed, not only in the store, but in the window as well. A customer will make up his mind to buy a $1.00 tool, and will adhere to that decision until he sees an eminently better tool for $2.00. But if he doesn't see the $2.00 tool, he is content to buy the $1.00 one.

Mr. Johnson is strongly optimistic on the score of the future of the West, particularly that of Fort Frances. He is building his business on a firm foundation with a view to that future.

A word here may not be amiss with reference to the town itself. Fort Frances, formerly known as Alberton, is one of the oldest trading posts in the West, having been established in 1821 by the Hudson's Bay Company as one of the many posts on the route between the Great Lakes and the Pacific.

A RAPID TURNOVER.

Another principle which Mr. Johnson acts upon is that a rapid turnover is in the best interests of business. The plan he follows is to renew his stock frequently, not carrying a heavy stock at any time. His reasons for adopting this plan were explained to Hardware and Metal as follows:

"I believe in carrying a large variety of goods, and also in buying each line in small quantity. This necessitates constant sorting up, but it gives us a very rapid turnover.

"Our turnover has become very rapid in all lines, in some more than others. In many of our best selling lines, we turn the stock regularly once a month. All the lines we carry move more or less rapidly."

—Reprinted from Fall Special number of Hardware and Metal.



A view of the interior of the store of the Johnson Hardware Co.—Mr. Johnson is shown at the right.

HARDWARE AND METAL

VOL. XXV. No. 44 Toronto, Canada, November 1, 1913 Two Dollars per Year

MAIL ORDER HOUSES BUY NEWSPAPERS.

The big departmental stores continue to extend their interests in or control of the daily newspapers in Toronto, Montreal, and Winnipeg. A large interest in, if not the control, of another Toronto daily has just been acquired. This makes three dailies in Toronto in which these mail order houses are financially interested. In Montreal it came out in legal proceedings recently that one of the oldest daily papers there passed some months ago into the hands of the chief owner of a rising mail order house which aims to monopolize the trade in Eastern Canada. There are now nine dailies in Toronto, Montreal and Winnipeg, which are known to be owned by the big store and financial interests, and while posing as the mediums of public opinion are the organs of these interests. The trade of these houses has grown enormously in these cities where these dailies circulate, but in the other cities and smaller places where there are good local newspapers, they have not made the same gains, because the local newspapers are well edited and are loyal to their local merchants and refuse to carry the advertising of the big city store. The only way in which the big dailies can make headway is by cutting their prices. They get $3 to $5 a year in Montreal, Toronto and Winnipeg, but sell in other cities at 50c to $1 a year. This does not pay the white paper on which these newspapers are printed, but the heavy deficits are made up by subsidies through big advertising contracts and in other ways, and by the low postal rates. The merchants and newspapers outside of these three big centres should get together and insist that no newspaper should have the privilege of the mails which has a lower subscripton price outside than in the centre in which it is published or which sells at less than the cost of the paper used.

CHRISTMAS—AND COLLECTIONS.

Christmas is now drawing close, as we have remarked on sundry occasions recently. The approach of the season of gift-giving brings up many considerations from the standpoint of the retail merchant. For the time being let the retailer look at it from one phase of his many-sided activities only, that of collections.

Viewed from the standpoint of a credit man, the Christmas season gives plenty of room for apprehension. It is a time of unparalleled extravagance when people, quite sane at all other times, permit themselves to run amuck. Money is thrown around with profuse prodigality. The result is that the passing of Yuletide leaves the public short of purse and in the grip of a conscience-stricken reaction toward parsimony. After Christmas is an extremely difficult time to make collections; one might almost say an impossible time.

Unless the merchant desires to let the accounts on his books run for several months longer, he had better bestir himself to collect them now, before the holiday expenditures have had any effect on purses. Collect while money is still plentiful. It will be much easier to collect now that at the first of the year, not to mention the inconvenience resulting when one has to wait that long.

THE LOCATION OF THE STORE.

Recently a hardwareman in a Canadian city closed up his store and went out of business. The reason for his lack of success was hard to find. He had been convinced, and rightly, that there was room for another hardware store in the city. He was well known and on looking back over the events of the year that he had been in business, he felt convinced that he had been reasonably up-to-date and aggressive in his methods.

The trouble lay in the poor judgment he had displayed in his choice of a location. His store had been situated in the same block as two old established hardware businesses. The result had been that people who came to that section for hardware were very prone to walk into either of the other two stores which they knew and had probably often shopped in before. But the mistake in location was still more pronounced in another respect. The business had been started with the object of catering to what might be termed the quality trade. The stock carried was mostly high priced. Cheap goods were not handled in any volume. Yet the store was located in a section of the city mostly given over to manufacturing. The residents of this part of the city were for the most part of the class who buy the cheaper grades of goods. The result was that the people who could afford to buy the goods he carried did not often find their way to his store while those who did were discouraged from further visits by the high prices they encountered. His store should have been located either farther up town or centrally in the high class residential section.

This problem of store location is an important one. It is particularly important to the merchant who is establishing himself in a new town or a new location. A business can be made or marred by the choice of location. It is also a question for the established retailer to consider. Am I located where I can get the maximum of business?

UTILIZING THE SHOW WINDOWS.

No one in touch with the retail hardware trade, could fail to notice the increasing use that hardware dealers are making of their show windows. Plate glass fronts have, in most cases, replaced the old-fashioned outfits of former days, and the rising generation of hardware clerks are

undoubtedly taking a keen interest in dressing these windows in such a way as to pull trade.

However, there are still some dealers—too many of them, in fact—whose window displays are not creditable because they look upon them more in the light of an expense than of an investment. They cannot bring themselves to spend any money on the purchase of inexpensive supplies and equipment, which help to make the window displays, much more efficient.

Have you ever stopped to wonder why it is that haberdasher's windows appear to be much more attractive than even a few years ago? What makes the difference?

The haberdasher's window is usually small—much smaller than that of the hardware store, but the modern gents' furnisher is making splendid use of the space he has at his disposal. You will find even his small window sub-divided into two or three spaces, one of which may be devoted to shirts, another to ties and another to gloves. Each line stands out by itself and yet every article shown in the window, makes an appeal, at the same time.

Furthermore, the haberdasher is not content to show goods only on the floor and walls of his window. He has neat little fixtures on which he displays his wares, and which give a touch of "class" to his window.

One of the difficulties in displaying such a line as tools, is to make each article stand out, on the level floor along which most hardwaremen still arrange their tools. The adoption of some such devices as are in use by the haberdashers, would not cost a great deal, and would prove a permanent investment which would declare dividends in the shape of increased sales, almost daily.

POINTED EDITORIALS.

You don't have to wait for opportunities to come along. You can make them.

* * *

There is a big difference between selling goods and passing them over the counter.

* * *

The adoption of a uniform size for hardware price lists, in all lines, would encourage retailers to keep these lists systematically on file.

* * *

That dealer was not far wrong who said that of the $140 per month rent which he paid for his premises, $100 was for the show window, and $40 for the store.

* * *

Hardware and Metal aims to be the flux which cements together the three constituent elements of the Canadian hardware trade—retailer, jobber and manufacturer.

* * *

After hearing so much doleful talk about tight money and hard times, some business men are being shown by their reports that they have actually done more business this year than in 1912.

* * *

Hardwaremen should view with alarm, the inroads being made by boot and shoe dealers into the skate trade. The situation calls for more aggressiveness on the part of retail hardwaremen.

* * *

Don't forget that, in 1912, Canada earned, from her soil and her mines, the enormous sum of one billion dollars. And the development of our natural resources is only in its infancy.

A Hoary Hoax

AN old form of fraud, which it was believed had become extinct, has been revived in the hardware business in England. Certain European firms, with headquarters generally in Paris or Brussels, send representatives through various countries, including England and Australia, soliciting orders for tool steel. They invariably pose as representing a new firm (for that matter a new name is generally selected for each occasion). A small trial order is solicited. If the merchant or contractor decides to grant the solicitor this, the order is always made out in the metric system. In nine cases out of ten, the purchaser is ignorant of the metric system, but, knowing that it is in use in foreign countries, he leaves it to the solicitor, believing the order to be made out correctly. The expectation of the purchaser is that he will receive a small parcel of steel, possibly a bar or half a bar, costing anywhere from a shilling up. In a few days along comes a heavy consignment for which payment of amounts from a pound up are demanded.

The purchaser sees at once that he has been "done" and declines to settle. Threatening letters follow from the firm and, rather than become involved in legal proceedings, the purchaser sometimes settles. In most cases, however, the latter refuses to submit tamely to what is so obviously an imposition and prepares to fight. The next stage is an offer of a "liberal discount" on the price, generally about 20 per cent. If this is not accepted, it will be advanced to as high as 50 per cent., at which figure the purchaser is generally quite willing to settle.

The worst feature of it is that the steel is of the poorest quality and cannot be used in the manufacture of first class tools.

This hoax is a hoary one. It has been "worked" so often and so long that it now deserves to be ranked with the Spanish prisoner fraud and with those old tools of the confidence man, the gold brick, green goods and the three shell game. Nevertheless, it bobs up here and there and, apparently, is still being tried in new quarters. As far as is known, it has not yet been tried in Canada but, as the perpetrators are seeking for pastures new and are working fresh fields, they may try the Canadian field next. The first effort is made with hardwaremen and manufacturers. After these branches have been "worked" until there is no prospect of further business, the ubiquitous solicitor turns to surveyors, contractors, builders and machinists.

There is probably no need to warn Canadian hardwaremen not to sign orders in the metric system unless they understand it thoroughly. A word of warning may be expressed in a general way, however. Never sign an order which is not absolutely clear or which leaves any point open to controversy.

Success makes enemies, so do not allow criticism to daunt you. The man who is an absolute nonentity is the only one who has no critics.

Handling Linoleums in the Hardware Store

The Successful Merchant Must Strive to Get the "Extra Margin" of Business and the Most Certain Way is to Take on New Lines and Create New Demand—The Advantages of An Oil Cloth Department—The Hardwareman Has Advantages in Handling This Line.

WHEN competition is keen and business has been reduced to rock bottom principles with profits dependent on a large turnover, it becomes a paramount consideration for retailers to keep their sales on the rapid increase. Only by continual growth in turnover can a profitable showing be made.

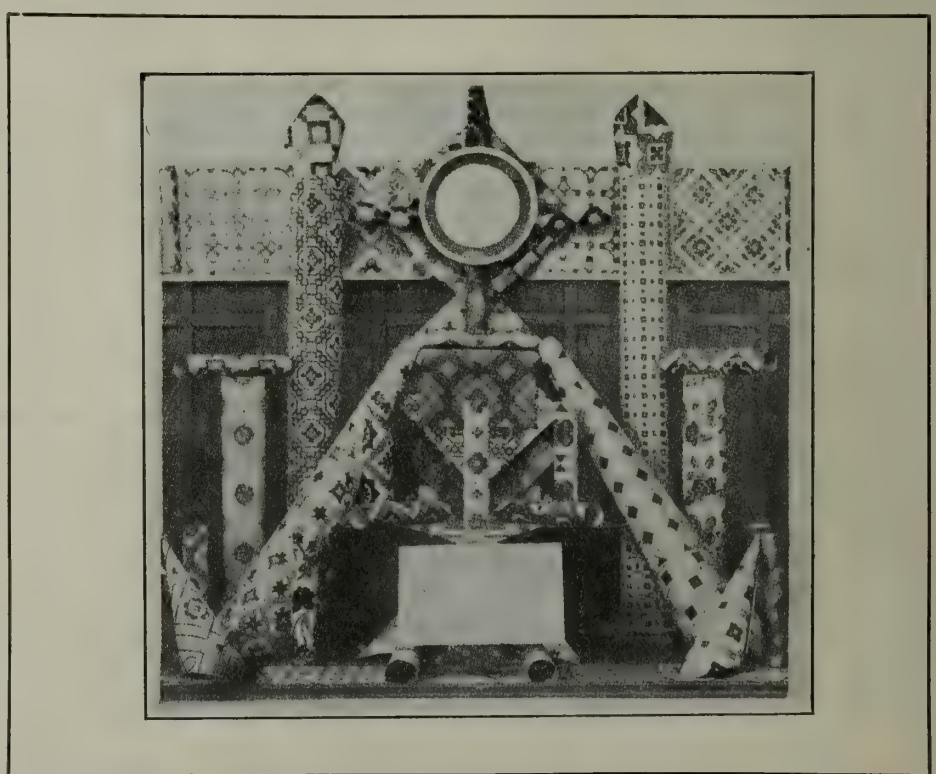
Statistics show that a very large proportion of the business enterprises which are launched fail to gain permanency, dropping out as a general rule within the first few years. The exact percentage of those which succeed is not available but it is less than 10 per cent. Of the ninety per cent. of men who fail, the majority are clever and hardworking, generally possessing a certain degree of executive skill and extensive business experience. But they fail, nevertheless. From the significant figures of past commercial failures, the inference was once drawn by a student of commercial conditions: The man who succeeds, who fights his way through the quagmires of depression, carelessness, and poor system to the firm ground of commercial permanency, must possess more than the ability to buy right and market his goods according to acknowledged precepts. He must be capable of getting the "extra margin," of creating business, of finding it where competitors have failed to see it; in other words the ability to make turnover increase in advance of business expenses, which, as all know, grow steadily and increasingly.

Consider the position of a retailer in a small town which is not growing in population. There are many such places in Canada, despite the fact that the country itself is growing with almost unprecedented rapidity. The loss of an industry, the depletion of the surrounding district through western migration, or some such cause, has stopped all growth. The town is like an article which has been swept into a backwater where the ondriving influence of the stream does not reach it. The merchant in a town of this description is subject to a regular growth in business costs. He must pay the members of his staff more each year and the cost of the goods he handles is continually on the upgrade. How is he to increase his turnover sufficiently to meet this enlarged cost?

The same problem is faced in more or less degree by all merchants; and the solution is always the same. A good stock must be carried. The goods must be shown to advantage and advertised. The loyalty of customers must be bought by good service and fair treatment. Back of all this, however, the merchant must be on the look-out for the "extra margin." He must continually say to himself: "What chance for business am I neglecting? What lines are there that I might carry, that I should carry, but that I have not been carrying?"

In the hardware business, which as some one has said is "multifarious and heterogenous," there are a constantly increasing number of new lines which might be carried to advantage. The hardwareman must always have his eyes open for opportunities in this way. He must study the development of the trade elsewhere and keep closely in touch with the demands of his own market

Taking up a new line creates new demand. Some time ago an Ontario hardwareman put in a stock of electric irons, toasters and other electrical specialties of that nature. Other stores in the town had carried the line previously but had done so in an apathetic, if-you-want-one-say-so sort of way. There had been, perhaps, a dozen articles sold in the town. The hardwareman in question started in to show the goods in real earnest. He advertised them, showed them in the store windows and talked them to customers. The result is that practically every household in town now possesses an electrical appliance of some kind and



A sample of what can be done with linoleum and oil cloth in arranging window displays.

the demand may truly be said to have just started. The hardwareman has increased his turnover on a conservative estimate $100 a month without in any material way adding to his cost of doing business.

Why Not Handle Linoleum?

A line which offers splendid opportunities but which has been taken up by a comparatively limited number of hardwaremen is linoleum. There are many hardware stores where linoleums and oilcloths are handled in large bulk, but for every one where this is done, there are perhaps several which have not gone into the line.

And why not? Oilcloths are quite logically a part of the hardware stock. Practically everything required for kitchen equipment is sold through the hardware store. Why not make the list complete by adding suitable coverings for the floor?

Getting down to a close consideration of the problem, it becomes apparent that the hardwareman has the best of opportunities to sell linoleum. If he were to take full advantage of them, he could outsell merchants in any other line. During the months of October and November more stoves are sold perhaps than during the other ten months of the year, people being driven to a realization of their need for a new stove by the approach of cold weather. A splendid opportunity is thus presented for the sale of linoleums and oilcloths. It is a safe guess that every home which instals a new range or coal heater will also need new oil cloth for the kitchen floor. People are prone unfortunately to allow an oilcloth covering to remain on the floor long after it has outlived its usefulness, urged to this course partly by economy, but more by a sense of the difficulty of replacing it without moving the stove. When a new stove is being put in, it will not take much to convince them that the good work should be completed by covering the floor afresh.

When a new stove is needed, the customer goes to the hardware store. A splendid opportunity is thus presented to complete the transaction by selling a new supply of oilcloth at the same time as the range. The argument is obvious.

Do you intend to cover the kitchen floor with new oilcloth? It would be a splendid chance to do this. Get the oilcloth down before the new stove goes in and you'll save yourself a great deal of trouble."

Another advantage that the hardwareman has is that the public turns to him when materials are required for treatment of the floors. He handles floor paints, varnish stains, colors, floor wax, brushes; why not, linoleums and oilcloths as well? People go to the hardware store naturally when they require any of the above named materials. It would not be difficult to get them into the same frame of mind with regard to linoleums and oilcloths.

A Separate Department.

Some hardware firms maintain separate departments for the sale of floor coverings and find that the demand fully warrants them in so doing. This plan is advisable wherever possible as it is necessary to carry a large stock. The stock can be shown to best advantage when a separate department is maintained. The salesman has a better opportunity to display his goods. In fact, the considerations which militate in favor of a separate department for stoves hold good in this case also.

Linoleums and oilcloths can be made a part of the stove department. One store that the writer has in mind devotes the rear of the stove department to a stock of floor coverings. Here there are seats for customers, a comfortably large space of floor for displaying the patterns and every facility for expert salesmanship. When the customer, who enters to see alone a stove, has been shown the stove stock, he or she is always shown the linoleum as well. "Stove and linoleum sales go together in almost every case," says the manager of this store. "We have found the position we give our linoleums ideal for purposes of salesmanship."

Displaying the Stock.

And, by the way, did you ever try to display linoleum and oilcloths in your store window?

What! Make a display out of plain rolls of material and expect people to look at it? You might, exclaims the matter of fact reader, just as well try to create an attractive display out of putty or nails.

Some of the best displays ever shown in hardware stores have had putty and nails as their main "ingredients." And as an evidence of the attractive effects which can be secured by the use of linoleum and oilcloth, look at the arrangement on the preceding page. This shows what can be done. There are a hundred and one ways in which linoleum can be used to create attractive and striking displays.

TO ELIMINATE LOSSES.

The complaint is sometimes heard that the profits made on linoleum and oilcloth are reduced materially by the losses incurred through the goods being damaged in handling.

Many dealers, and more salesmen and delivery men, are not aware that linoleums will break as readily as a piece of glass if handled when frozen.

Manufacturers have endeavored to prevent trouble of this kind by placing labels on the outside wrappers and tickets inside the rolls, giving warning. These precautions, however, are frequently disregarded.

Rolls are often damaged in Winter by the cartage people allowing them to drop.

To avoid trouble of this kind, merchants should see to it that their own drivers and those employed by the transportation companies be advised of the danger and instructed how rolls are to be handled. After a roll of goods has been received, it should be allowed to remain in a warm room at least 24 hours after it has been exposed to the cold, before any attempt is made to unroll it. This rule should apply to goods received at the store and shipments sent to customers as well. When a sale is made, the customer should be warned of the danger and advised to observe the precaution of thoroughly warming the goods for twenty-four hours.

When circumstances are such that the goods must be used soon after arrival, the danger may be partly overcome by removing all outside wrappers and gently loosening up the roll so that the warm air will be allowed to circulate through same. Under no circumstances should an effort be made to flatten out the goods until they are thoroughly warmed.

A plan followed by a number of retail stores is to paste a small label on each piece of linoleum and floor oilcloth which they deliver in cold weather, giving warning and instructions how to handle.

GETTING BETTER ALL THE TIME.

The following letter has been received from a well known Vancouver firm:

Hardware and Metal,
Toronto, Ont.

Gentlemen:—We congratulate you on the paper as it comes through from week to week. It seems to us as if each issue is getting better.

The F. R. Murray Co., Ltd.
F. R. Murray,
Pres. and Gen. Manager.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

An Aggressive Western Salesman

IF there is a record for slow riding in an automobile, Chas. Whetham, of the Winnipeg Paint and Glass Co.'s travelling staff, is likely the holder, for he has the distinction of having travelled 120 miles in one week. Lest some may misunderstand, it had better be stated right here that Mr. Whetham runs a real car, and he runs it as it should be run. He established this snail record merely in the interests of his firm. It was not a joy ride, but real work.

There are times when Saskatchewan roads are not such as the old Romans built. This spring Mr. Whetham encountered these bad conditions. For a week rain fell steadily. Mud was up to the hubs. He covered the 120 miles necessary, but seven days were required to do this—seven days in which hardly a human being was seen, and when Mr. Whetham and his companion slept in deserted barns, in sheds, or in the lee of the automobile itself.

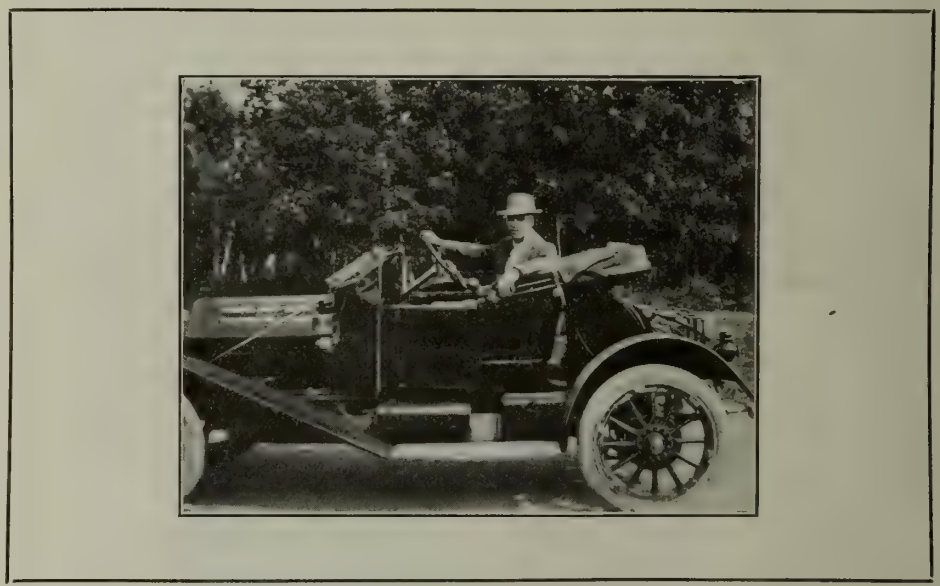
This was the bad trip of the season. That there were good trips is shown by the fact that since the snow went Mr. Whetham has covered over 13,000 miles in his car. He works out of Moose Jaw and Regina to the Alberta boundary, and that this territory may be properly covered he goes off from the Weyburn-Lethbridge line in a direction not touched at all by the railroads. The car has made this possible.

Mr. Whetham, who comes from Galt, Ont., and who has been with the Winnipeg Paint and Glass Co. for over five years, apparently has but two fads—one is the automobile in which he has spent so many hours during the summer; the other is salesmanship. Yes, this is his business, of course, but it seemingly is also his fad.

A car such as Mr. Whetham drives is a costly investment. There is not only the initial outlay, but in covering 13,000 miles during five months, over roads which vary from good to bad to worse, tires are apt to give way. This is nothing against the tire, but it does mean that a large amount of money has to be expended on upkeep. To make this as little as possible, and because he is really an enthusiastic automobilist, Mr. Whetham keeps his car as bright and shiny as the day it came out of the garage. He can tell when a cylinder is missing its explosion, and he knows the remedy. There is no "knocking" in his engine.

Another fad of Mr. Whetham's, as has been said, is salesmanship. His early training has fitted him for this in a marked degree. Before joining the Winnipeg Paint and Glass Co. Mr. Whetham was a house furnishing man, and in going about the country he makes his past experience serve his present work. He aims to fix up a job complete. He sells the stain, the varnish, the windows, the doors—a number of times this year Mr. Whetham has gone over a whole job with a builder, mapping out just what would be needed, giving the probable costs, and taking very substantial orders. He has equipped a number of hotels, and can tell a dealer exactly what fixtures would help make his store more attractive.

To see Mr. Whetham flying about in his beautiful car one would think that the summer for him is one long holiday. So it is in many ways, for no one enjoys the rides more than Mr. Whetham, and no one, apparently, enjoys meeting people and arranging to supply their needs as does he. Yet, thinking of that trip of a week's duration, in which 120 miles of prairie roads—or morass—were covered, one becomes reconciled to a life perhaps a little less free.

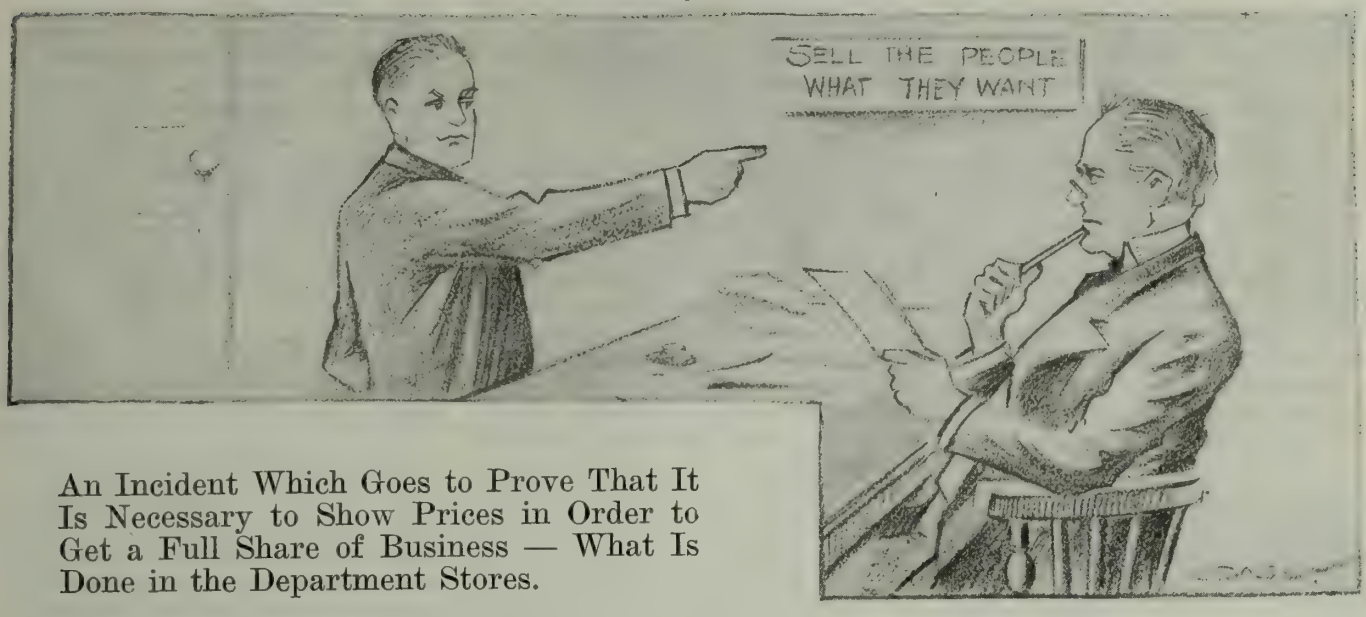


An aggressive Western salesman.

HARDWARE FIRM WANTS CATALOGUES.

The Port Arthur Hardware Co., Port Arthur, Ont., under the management of Messrs. Dezereaux and Pberagh, have opened for business, and would like to receive catalogues from manufacturers and jobbers. Mr. Dezereaux was formerly buyer for Wells & Emmerson.

"Let the People Know Your Prices"



An Incident Which Goes to Prove That It Is Necessary to Show Prices in Order to Get a Full Share of Business — What Is Done in the Department Stores.

THE motto hanging on the wall of the office of a hardwareman of long standing reads: "Sell the people what they want."

"I attribute my success to living up to that motto," he was wont to say, when in a reminiscent mood. "Fifteen years ago I was getting uncomfortably close to a crisis in my financial affairs. A friend from the West, who was also in the hardware business, happened to drop in on me about the time I was thinking of giving up the ghost. He went through my books, looked over the stock and ended up by giving me the worst lecture I have ever had. "McDonald, you are away behind the times," he said. "Your stock would have done ten years ago, perhaps, but it lacks everything that constitutes an up-to-date hardware business to-day. Why, man, there are dozens of articles used in every home nowadays that you haven't the gumption to handle. Your customers have to go to your opposition for them. Your business has been dying from senile decay? Well, he lent me enough to tide me over, helped me to stock the lines needed to give the store a popular appeal and got me started on the right road."

The advice of the candid friend from the West had apparently been taken to heart. McDonald's store was now stocked with the latest novelties. It was up-to-date in every respect and, judging from the diamond stick pin that he wore and the tidy little runabout in which he travelled to and from the store, it was apparent he had long since passed the stage where financial matters bothered him.

But for some time back, he had not been quite so confident. He was irritable at times. Usually the most good-natured of "bosses," he showed flashes of impatience. One morning, a series of small annoyances culminated in the proprietor catching Larkin, the junior clerk, who had been sent out to the warehouse to uncrate a newly arrived assignment of goods, hard at work chalking a cartoon of the provincial Premier on the back of one of the cases. He had just finished by scratching in a mass of burlesque curly hair after the accepted method of the cartoonists of the opposition papers, when the toe of the proprietor lifted him clean over the packing case. Perhaps vigor was lent to the kick by the fact that McDonald was a strong adherent of the government.

"You lazy whelp!" exclaimed the boss. "If I ever catch you wasting your time this way again. I'll separate you from your $4.50 a week in quicker order than it takes you to draw a miserable caricature of the best man in the country."

He returned to his desk in a mood that presaged a storm for somebody. And for a moment, it looked as though that somebody would be James L. Symonds, specialty salesman, who was standing in the office, waiting a hearing, as McDonald returned.

"Back again!" growled the hardwareman. "You're as welcome as a heavy frost in September. You couldn't give away goods to me to-day, Symonds. Don't let me hurry you at all, but I haven't any time to spare, I wouldn't use it on you if I had. You're in my light where you stand and you could catch the first north train in ten minutes. Outside of that, there's no reason why you shouldn't sit around all day and talk my head off."

Symonds laughed. He had been calling so long on McDonald that they had become almost old friends.

"You've got a bird of a grouch on," he said. "What's the matter? Liver out of order?"

"No," snapped McDonald. "I'm so healthy that I would advise you not to rile me. And honestly, Symonds, I don't want to buy a thing. You oversold me on your last trip around."

"Your last orders were not larger than usual," said Symonds. "Has business fallen off?"

"I suppose I might as well face the situation squarely," said the hardwareman, grudgingly. "Business has fallen off. That new store down the street has done it."

"Not enough business to go around?" asked Symonds.

"Plenty," said McDonald. "The place is growing to beat the band. But these people are getting a mighty big share of it."

"I thought at first they would be easy opposition for me," he continued, with a trace of chagrin in his voice." They started out in a way I didn't approve. They tacked prices on to everything in sight. It looked like a pipe to me because in many cases my prices were lower than their's and people only have to look at those tags to know that they could get the goods cheaper from me."

"I see," said Symonds. "You had price tags on your goods too."

"I do not," said McDonald emphatically. "I don't believe in price cards and never will."

"Then, how do the people know they can buy goods cheaper from you than from the opposition store?" demanded the salesman.

"Look here," said the merchant, "I've been in business here for a good many years and the people know me and they know my prices."

"No, they don't," said Symonds. "You need to put another motto up on your wall. Let me suggest one for you—— 'Let the people know your prices.'"

He picked up a loose piece of paper on the desk to jot down the words and, as it contained a few figures on one side, he turned it over. On the back was a splendidly executed drawing of a hunting scene.

"Some more of young Larkin's work," growled McDonald. "I'll fire him right away."

Symonds studied the drawing carefully. "If I were in your place," he



said, "I'd promote him instead. I would make him decorator and card-writer for the store. Look at that work,"—Holding the drawing out for the merchant to "That lad could make cards that would beat the opposition all hollow."

The prospect of "beating the opposition all hollow," seemed to please McDonald. It even served to make him overlook for the moment his deep-seated objection to quoting prices. "He certainly does seem to have a knack," he said.

Symonds followed up his advantage. "Give this boy a try at it," he said. "Let him get you up a series of cards and, if you like them, put them in your window."

After some thought, McDonald finally decided to do this. Larkin was given instructions to prepare a series of cards. The junior buckled down to his task with great enthusiasm and produced cards which won praise even from the proprietor, who was still very dubious of the venture.

This sense of dubiousness was what led to his final complete capitulation to the value of quoting prices, for it caused him to watch very closely how the goods, featured in price cards, sold afterward. The advance in sales in these lines, surprised him greatly. Continuing his investigation over a period of several months, he found that this increase was neither exceptional nor intermittent; that it applied in every case.

This incident demonstrates a fact which, fortunately, is recognized by most retailers to-day. You must tell the people your prices. There are, however, some merchants who still refuse to acknowledge this and for their benefit, it may be pointed out that in the large departmental stores practically every article on display——and everything is on display within reach of the customer—is priced in plain figures. Prices are shown in window displays except where the best quality goods are shown. It may also be pointed out that in advertising, the rule is to quote prices prominently. It it is advisable to put prices in an advertisement—and no one doubts this—then surely it is doubly expedient to give the price when the goods are there to back it up.

Let the people know your prices. If your prices are **Right**, you need not fear to give them out.

CATALOGUE OF HOUSEHOLD GOODS.

T. McAvity & Sons, Limited, St. John, N. B., are announcing in the newspapers that they have just issued a catalogue of goods that are used in every household. Copies are mailed free on request. The catalogue contains illustrations, descriptions and prices of many lines of household goods.

As a special inducement to out-of-town customers the firm offer to prepay express charges on all orders selected from the catalogue amounting to $10 or over.

CONDUCT FALL SALE.

Cragg Bros. Co., Ltd., Halifax, N.S., conduct an annual fall bargain sale in which they feature principally tools and household goods.

Their fall sale this year is being conducted from October 27 to November 1. Considerable space is used in the daily newspapers and in the ads. appearing, the various lines of goods on sale are enumerated with descriptions and prices.

Goods in which the householder and mechanic are interested figure prominently in the special bargains offered. The slogan of this firm is, "The Cutlery House of Halifax."

RANGE GIVEN FREE.

W. H. Squair & Son, Gladstone, Man., have been conducting a dividend card contest which closes on November 1. Dividend cards are punched every time a purchase is made and when goods to the value of $10.00 have been purchased the card is complete. When a card is complete the holder is entitled to one dollar in cash or trade.

In addition to this the firm have conducted a contest which closes November 1 in which the holder of the largest number of dividend cards receives a steel range free.

Whether a contestant is successful or not he is entitled to one dollar in cash or credit for every complete card.

SERVED MEAL IN SHOW WINDOW.

An exceedingly large crowd watched a real Thanksgiving dinner eaten in the show window of the Fawcett Hardware Co., Saskatoon, Sask., on the Saturday night preceding Thanksgiving Day.

The setting for the affair was that of a commodious dining room, into which the window space was ingeniously transformed by means of a cheery grate and other home-like effects. High powered lights showed everything up to best advantage.

The dinner was strictly an old time affair, with all the modern effects and additions. It was a long road from the preparatory appetisers to the coffee and cigars, but the four men who went the route were apparently unperturbed at the finish.

On the bill of fare was the usual roast turkey, which made a direct appeal to the spectators, judging by the exclamations heard on the outside.

Soups, salads and pudding were all served in the most approved style, and the appearance of the eatables was such as to lead one to think that he was in a starving condition.

Thousands of people struggled and squeezed to get a glimpse of the dinner during the course of the meal. Automobiles stopped and there was a general congestion in front of the store.

The crowd started to gather long before the festivities commenced at 8.30, and the crowd became worse as the meal progressed.

115 LB. PUMPKIN.

A giant pumpkin, weighing 115 lbs., was recently exhibited in one of the show windows of Ashdown's Winnipeg store. The exhibit attracted considerable attention on account of the extraordinary size of the pumpkin. It is interesting to note that the pumpkin was grown by Hillyard Mitchell, a pioneer hardware man at Duck Lake, Sask.

Show Cards That Are Decidedly Distinctive

Midland Firm Use a Form of Card Which Has Attracted Much Attention—Member of Firm Prepares the Cards, Using Many Colors—Good Use is Also Made of the Display Windows of the Store.

Armstrong Bros. and Frank, Midland, Ont., dealers in electrical supplies, sanitary and plumbing goods, are firm believers in the use of show windows as an effective method of securing publicity and creating sales.

Displays in their show window are changed regularly, and show cards are used with all displays. All the show card writing is done by George B. Frank, a member of the firm. An effort is made to have the show cards distinctive in appearance.

The accompanying illustration shows a reproduction of a show card used in a recent display of plumbing goods. The original card measured 20 x 24 inches.

The card was distinctive in appearance by reason of the many colors used. The words "One of our lines," were in black. The letters in the words "Sanitary Plumbing" were composed of several colors, including yellow, blue, green, red, brown, black, pink and others.

As shown in the illustrations the letters in the two words were divided into small squares, each one representing a color.

The large variety of colors used gave the card a particularly striking appearance.

It could be easily seen and read from the opposite side of the street.

There is considerable work connected with the writing of each card for the painting in of the many squares in various colors requires considerable time.

Mr. Frank states that he thinks it is time well spent, for large numbers of passers-by are attracted by the show cards.

Cards of various sizes are used. In some cases one large card and two or three small ones are used in the same display.

The members of the firm believe that their show window is one of the best advertising mediums at their command and every effort is made to always have an attractive display in the show window.

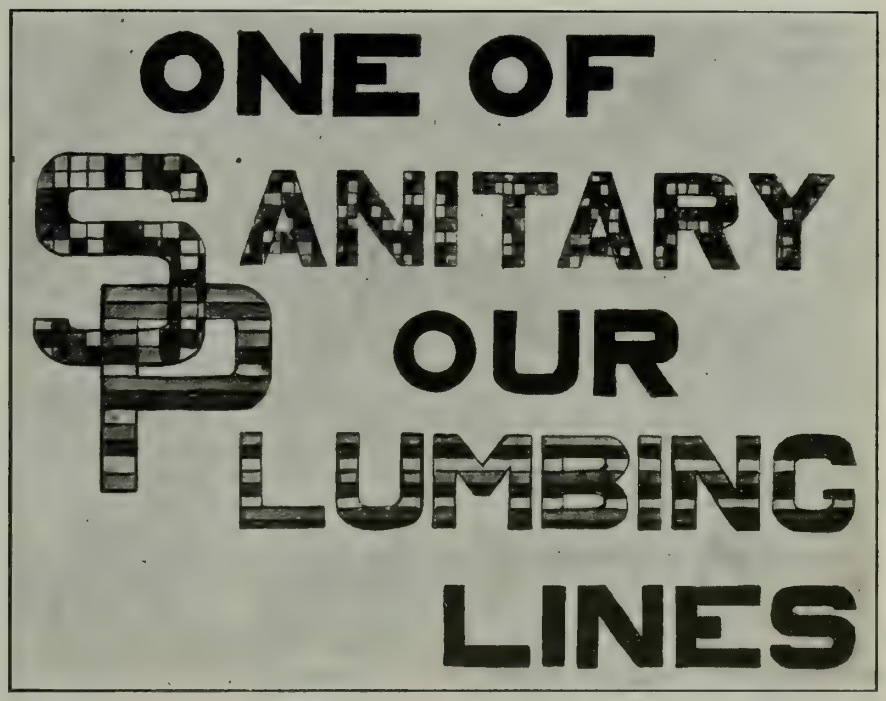
The window is arranged to represent a room. Various styles of electric lighting fixtures are suspended from the ceiling. Each light or cluster of lights is connected-up and customers can see the various fixtures in actual use.

The floor of the window is used for displaying bath room fittings and other lines of sanitary plumbing goods.

The show cards add a touch of color to the display as well as attracting attention.

The use of show cards has become very popular with many of our largest and most successful firms. Various styles of show cards are used and a card that might prove suitable for one firm might prove unsuitable for another. There is no doubt but what suitable show cards add greatly to the value of a window display, not only in the matter of appearance, but in creating sales as well.

Mr. Frank states that he has tried out several kinds of show cards and thinks that for his business the kind he is now using has proven the most satisfactory. He is a firm believer in the value of show card advertising and spends much of his spare time in preparing cards for use in the show window.



JUDGMENT RESPECTING TRADE MARKS.

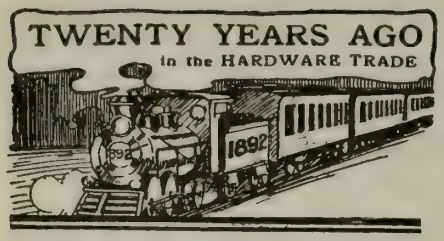
Justice Cassels, at Ottawa, has handed down a decision in the matter of the petition of a German firm manufacturing Britannia metalware goods for an order of the court declaring them entitled to register a general trade mark consisting of the word "Albaloid" as applied to the various articles manufactured by them.

Previous to filing their petition in the Exchequer Court, the Minister of Agriculture had refused to enter the firm's mark in the register of trade marks on the ground that a prior general trade mark consisting of the word "Albolene" had been registered by an American firm of wholesale druggists.

The judgment handed down refuses registration of a general trade mark but authorizes the registration of a specific trade mark consisting of the word "Albaloid" as applied to the metalware goods manufactured by the petitioners.

The case is the first to arise in the court where the registration of a general trade mark is asked for, which might conflict with a prior general trade mark on the registry.

The judge expresses the opinion that once a general trade mark has been registered for a particular word, the same word could not be registered as a general trade mark by anyone else. He holds that a general trade mark covers all the classes of merchandise in which the applicant deals, but that the registration of a general mark does not confer an unlimited right the world over to exclude other persons carrying on business of an entirely different character from obtaining a specific trade mark of the same word or device as applied to the particular goods they manufacture, and which the owner of the general trade mark does not.



The following items were taken from the issue of Hardware and Metal of November 4, 1893:—

"Herr Noll, a mechanician of Bulangen, Germany, has constructed a clock warranted to run 9,000 years without winding."

Editor's Note.—We presume that this clock must be running still.

* * *

"D. Hoyt, who has been in the employ of Chas. McKenzie, hardware merchant, Sarnia, has resigned his position and moved to Point Edward."

Editor's Note.—The firm name of this hardware business is now McKenzie, Milne & Co..

* * *

"Keenan and Ratceford, dealers in stoves and tinware, have removed to their new and spacious premises on Waterloo street, almost opposite their old stand."

Editor's Note.—Keenan and Ratceford are still numbered among the retailers of St. John's.

* * *

"Among the merchants in Toronto this week were: Mr. Clement of Clement & Co., Bolton; J. A. Allan, of Newmarket; Mr. Paget, of Paget & Hay, Unionville; J. McGaw, of Markham; H. Keys, of Weston; W. Ough, of Aurora.

STIMULATING BUSINESS IN THE WEST.

Saskatoon, Oct. 27.—(Special).—Throughout the southern and eastern sections of the West threshing is pretty well finished, and the yield has been almost everywhere highly satisfactory, both as to quantity and quality. In the northern and western portions of the provinces the bulk of the grain is still in stook. Some farmers have taken the precaution to stook their crop, but stooking appears to be largely a lost art in the West. According to present weather indications the farmers who have not yet succeeded in getting their grain threshed may have to wait some time as the recurring snow storms are holding up operations.

Crops Handled Rapidly.

In some parts there is considerable talk of car shortage, but upon the whole it is admitted the railways have done wonders this season. The fine weather and splendid condition of the crops have been a great factor towards quick and efficient handling of the grain. The price, however, is very low, being 10 to 12 cents under that of last year at a corresponding date.

The excellent crop and the rapid handling is having a stimulating effect upon business in general and merchants are hopeful of a good fall and winter trade, and a considerable lessening of the amounts of credit upon their books.

Notices to Curtail Credit.

The tightness of the past year or two has had the effect of stirring up merchants throughout the country to curtail credits and place trade on a sounder basis than in the past. Their almost universal system of credit has been weighed in the balance and found wanting and they recognize that it must be lessened greatly. Everywhere merchants are saying to themselves, "Why should we be the bankers of the country, and why take the risk of carrying all the doubtful accounts?" Another evidence of the movement along those lines is that in almost every town one sees, prominently displayed, cards with notices similar like this, "No Credit After Oct. 15;" "Books Closed and No Further Credit Will be Given Until Spring."

These and others of a like nature may be seen almost everywhere. The agents of the implement concerns are swarming in all directions endeavoring to collect accounts. Most are veterans in the game and not easily driven back.

Leaving Machines Exposed.

Visitors to this country often wonder why so many farmers do not take better care of their machinery instead of leaving the implements out in all weathers, generally without a cover of any kind, until the following spring or summer. Surely protection for these would effect a wonderful saving in the running expenses of the western farms. It is estimated that there is about $40,000,000 owing to implement firms in Saskatchewan alone. This, however, like other conditions, will right itself in time, by a bountiful harvest and the lessons of experience.

THE OIL DISCOVERIES.

The Department of Mines is taking steps to investigate the commercial value of the recent oil discoveries near Okotoks, Alta. A mining geologist has been despatched to make a geological survey of the district with a view of determining the probabilities of large deposits.

If large quantities are obtainable they should be of immense industrial value to the West.

Catalogues and Booklets

F. R. Murray Co. Booklet.

The F. R. Murray Co., Ltd., 1118 Hamilton Street, Vancouver, B.C., direct factory representatives and wholesale distributors, have issued a booklet featuring the products of firms they represent, including paints, varnishes, etc., of Benjamin Moore & Co., Ltd., Toronto; roofing of McHenry Millhouse Mfg. Co.; sweeping compound and polish mops of The Wizard Products Co., Que.; edge tools of Campbell Bros.; tacks, etc., of Morrisburg Tack Mfg. Co.; woodenware specialties of Taylor, Scott & Co., Ltd.; refrigerators of The Sussex Mfg. Co.; enamel, tin and galvanized wares of Coonley Mfg. Co.; tools and specialties of The Reading Saddle and Mfg. Co.; lawn roller of the Dunham Co.; household goods and hardware of Hood, Ltd.

Crescent Tools.

Crescent Tool Co., Jamestown, N.Y., have issued catalogue No. 10, illustrative and descriptive of the Crescent line of tools including adjustable wrenches, combination and linemen's pliers, ranchmen's tools, extension bicycle handle bar stems, bent nose pliers, etc.

Enterprise Foundry Co. Catalogue.

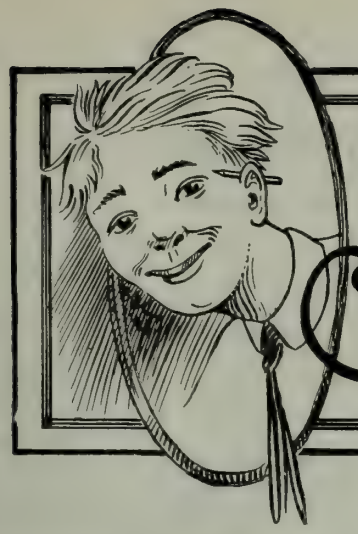
The Enterprise Foundry Co., Sackville, N.B., have issued a very interesting booklet entitled "Warmth and Comfort." The booklet which is illustrated and attractively gotten up consists of twenty-three pages dealing with the heating problems and giving information regarding Enterprise furnaces and ranges.

Garden Cultivators, Etc.

C. S. Norcross & Sons., Bushnell, Ill., manufacturers of garden cultivators and weeders, have issued some new literature in English and Spanish, featuring the Norcross line of cultivators and weeders. Among the new literature issued is an attractively gotten up 16-page booklet illustrating, describing and quoting prices on the firm's products. Copies of the booklet will be mailed to jobbers and dealers on request.

ENLARGING PLANT.

The Delta File Works, Philadelphia, Pa., are enlarging their plant and have purchased two additional properties on Frankford Ave. which gives them an extra space of 40 x 112 ft. on which to erect the necessary extension.



THE JUNIOR CLERK'S PAGE

TECHNICAL TERMS EXPLAINED.

The terms used by the makers of rope and also by those who sell this commodity are not always understood, especially in the case of those who have had little or no experience in handling rope. In a recent number of "Plymouth Products" we find these technical terms explained as follows:

Yarn or Thread.—A number of fibres twisted together compactly. The twist can be either right or left hand as the goods require.

Strand.—Two or more yarns twisted together in the opposite direction to the twist in the yarns.

Common-Laid Rope.— Three or more strands twisted together in the opposite direction to the twist in the strands.

Hawser-Laid or Cable-Laid Rope.— Three—sometimes four— common laid, three-stamped ropes twisted together in the opposite direction to the twist in the ropes.

Lay.—The degree of twist in a common-laid or hawser-laid rope as shown by the number of turns per foot. Lays commonly used are regular, medium soft, soft, extra soft, medium hard, hard, and extra hard. Often expressed as hard-laid, soft-laid, etc.

Right-Laid Rope.—Rope in which the strands are twisted together clockwise—i.e., in the same direction as the movement of a clock's hands.

Left-Laid Rope.—Rope in which the strands are twisted together anti-clockwise. Note: A hawser-like rope is almost always constructed of right-laid ropes, making the hawser-laid rope itself left-hand.

Hawser.—A large common-laid rope used for towing. Note: This should not be confused with hawser-laid rope described above.

Coil. — Standard length, unless descriptions designate otherwise, 200 fathoms or 1,200 feet.

Half Coil. — Standard length, unless descriptions designate otherwise, 100 fathoms or 600 feet.

Yardage.—Length per pound.

A LESSON.

Don't get careless with inflammables. A Long Island youth cleaned his trousers with gasoline, and a little later drew a match across them after the fashion of blase youth.

He's around again——wearing kilts.

OPPORTUNITY.

Opportunity knocks but once, you say
Your chance in life has passed;
That sounds all right for the boys at play
But not for the men who last.

Opportunity knocks at your door to-day.
Your chance has never passed.
Opportunities appear each day,
And are yours if you'll only grasp.

REMARKS OF THE JUNIOR CLERK.

Drop the subject when you cannot agree. There is no need to be bitter because you know you are right.

* * *

What a delightful old world this would be if we could only buy experience on credit.

* * *

The principal ingredient in luck is common sense.

* * *

Nine out of every ten men who claim to have been driven to drink trotted up to the trough of thei rown accord.

* * *

Some men are like hitching posts; they are steady enough but they never get anywhere.

* * *

Those who never have any luck are the ones who believe in it most.

* * *

Some men never weary of talking about the things they used to do.

* * *

Jumping at conclusions is about the only mental exercise some people take.

HARDWARE LETTER BOX



Priest's Weston Block.

S. & G. Penfold Guelph, Ont.—"Kindly give us the address of manufacturers of Priest's Weston block, capacity 1 ton."

Rowland Priest, Cradley Heath, Staffs., Eng.—Ed.

Magnifying Peep Sights.

A. Edward Fee, Killam, Alta.—"Can you give us the name of a Scotch firm manufacturing magnifying peep sights for high power rifles?"

Can any of our readers give this information?—Ed.

Bon Ami Coal Oil Stoves.

Dan Shannon, Marmora, Ont.—"Can you give me any information as to where the Bon Ami coal oil stove is manufactured?"

McClary Mfg. Co., London, have the sole Canadian rights for this stove.—Ed.

Personal Notes.

Montreal, P.Q.—G. M. Edwards, of Brandram-Henderson, Limited, has left on a business trip to Winnipeg.

Montreal, P.Q.—F. Lavasseur, of the Austrian Import Co., Montreal, has left on a business trip to Europe.

Montreal, P.Q.—Alex. Williamson has been placed upon the selling staff of Messrs. Starke, Seybold & Co., and will cover part of the city of Montreal.

Montreal, P.Q.—Among the manufacturers' representatives visiting Montreal during the past week were the following:—A. L. Wheeler, Eberhard Mfg. Co., Cleveland, Ohio; Mr. Partridge, Ox Fibre Brush Co., Frederic, Md.; F. E. Harris, Myers & Brother, Ashland, Ohio; Gordon R. Hall, W. D. Allen Mfg. Co., Chicago.

New Goods Offered Canadian Hardwaremen

STANDARDIZATION PLAN.

The Multiplex Display Fixture Co., St. Louis, Mo., announce a standardization plan in connection with the sale of multiplex display fixtures, whereby the dealer purchases the frame, and the wings with stocks of samples are supplied by manufacturers and jobbers on their regular terms.

BISSELL'S MAID.

The Bissell Carpet Sweeper Co., Grand Rapids, Mich., are offering the trade a new small size sweeper under the name of "Bissell's Maid."

The "Maid" is said to be a complete, practical, finely-constructed miniature carpet sweeper, 11 inches long and 7½ inches wide, that does effective work, and is a convenience in the dining room, smoking room or den.

It is claimed to be an ideal machine for bedroom use, or for the lady of the house, who might like a small but efficient sweeper for her own personal use. The new machine is said to operate easily and at the same time thoroughly.

It is attractive in appearance, having a case of quartered sycamore, with hand-polished mahoganized sycamore finish and a dainty little bail of the



same shape as on one of the firm's higher-priced machines.

The "Maid" is said to have an excellent "broom" action or self-adjustment to all grades of carpet, fine quality pure bristle brush, anti-tipping device, rev-bail, automatic dump, japanned iron wheels, with full rubber tires, woven braid furniture protector, brand, etc.

NEW SILVER POLISH.

Reckitt & Sons, Ltd., Hull and London, Eng., manufacturers of "Brasso" polish, are offering the hardware trade a new silver polish under the name of "Silvo" for cleaning and polishing gold, silver, electro plate, etc.

It is claimed that by using this polish with a soft cloth a brilliant and lasting polish can be obtained.



The Toronto representative is Harry T. Davidson, No. 5 King Edward Apts., Jarvis St., Toronto.

CANADA AS A MINERAL PRODUCER.

A. G. Charleton, M.M.Inst., A.R.S.M., mining engineer, of London, England, who attended the recent International Geological Congress in Toronto, deals in an exhaustive manner with the mining fields of Ontario in a series of four articles in The London Financial Times.

Summing up his conclusions, arrived at from his visit to the Cobalt, Porcupine and other camps, Mr. Charleton says:—

It is clear that Canada possesses in this little piece of Ontario alone, which the writer visited, immense deposits of mineral, comprising gold, silver, nickel, iron and other metals, that are being worked with large profit, and the old Hudson Bay territory to the north, which is as yet one of the almost unexplored corners of the globe, is said to be rich in copper and other deposits. Canada, it is true, cannot at the present time boast of many deep mines; but it is a mining country in the making, and the gross value of its metallic products alone came in 1912 to over $61,000,000, silver contributing $19,425,656; nickel, $13,452,463; copper, $12,709,311, and gold, $12,559,443. Neither does the Dominion at present possess many large mines encompassed in a small area, like those of the Rand, Broken Hill, Kalgoorlie, Charters Towers and other places, if one excepts Sudbury and Cobalt.

But there are numerous mines, more or less, scattered over Ontario and the West, and as railways and roads are pushed out into new, unexplored districts, one can scarcely doubt that many important individual discoveries will be made, and probably large new mining camps will be opened up, which will vastly increase its mineral production in a few years' time, and place it in the front rank amongst other mineral-producing countries.

COMPANIES INCORPORATED.

Heinze Electric Co., Ltd., capital $50,000, head office, Walkerville, Ont., to manufacture and deal in electrical apparatus and supplies.

The Uxbridge Foundry Co., Ltd., capital $40,000, head office Toronto, Ont. to carry on a general foundry business.

The Peerless Rubber Co., Guelph, Ont., capital $160,000, to manufacture and deal in rubber goods, rubber products, etc.

Gummed Papers, Ltd., Georgetown, Ont., capital $50,000, to manufacture and deal in paper of every kind.

NEW GOODS.

Messrs James Robertson Co., Ltd., Toronto, are placing on the market a very novel fool-proof sanitary drinking fountain. It is made of a special formula of brass, highly finished and nickle plated. This fountain is now being installed in some of the most prominent public institutions. The flow can be governed and the whole is operated by simply pressing a porcelain button.

Montreal, P.Q.—F. Orr Lewis, president of Lewis Brothers, Montreal, together with Mrs. Lewis, is on his way to Montreal on board the Lusitania.

Montreal, P.Q.—Alex. Prudhomme, of A. Prudhomme & Fils, and Herbert B. Seybold, of Starke, Seybold & Co., have left for Atlantic City to attend the Annual Convention of the Wholesale Hardware Manufacturers' Association.

Criticism of Recent Hardware Advertisements

Advertisements of Canadian Hardware Firms Clipped from Daily and Weekly Newspapers—Suggestions for Improving Advertisements—Objectionable Feature is the Use of Too Many Heavy Lines.

On the opposite page a selection of recent advertisements by Canadian hardware firms is shown. The interest of hardware firms in the setting up of their ads. is constantly growing more apparent, and during the past few years a vast improvement has taken place in the advertising matter prepared by many of our retail hardware firms.

A brief discussion of each ad. will be of interest.

A. E. Downey & Co., Swan Lake, Man.—This ad. occupied a space measuring 4 x 4½ inches. The reading matter has the appearance of running together. The advertisement generalizes too much, and does not place emphasis on any one line. After reading this ad. the reader would not have any particular impression of interesting features, or any practical information regarding any of the goods advertised. A rearrangement of the reading matter would make the ad. much more effective.

Box Bros., Belmont, Man.—The border surrounding this ad. is rather elaborate, and, although it may be entirely different to any other border on the page, it has a tendency to overshadow the appearance of the reading matter, and the latter will not show up with the same effect as if a light border were used. The reading matter is also divided up considerably by heavy black lines. These lines also have a tendency to spoil the effectiveness of the reading matter. The quoting of prices is to be commended, and one or two illustrations of the goods if used would also strengthen the ad.

The 'phone numbers and address of the firm would show up to better advantage if inserted in a direct line with the firm name. This advertisement occupied a space 6½ x 9 inches.

Fleming Bros.—The border surrounding this ad. is too heavy. A light two or three line border would have been more effective. The cut would also show up much better if it had a light background.

Too much black is shown in the ad. If white space instead of black surrounded the illustration of the stove the effect would have been much better and the stove would have had more of an outstanding appearance. The border surrounding this ad. was divided in several places, which also detracted from the appearance of the ad. The space occupied by this ad. measured 2¼ x 8 inches.

Wm. Chalmers, Deloraine, Man.—This ad. has several commendable features. The ad. has a heavy border, but there is a considerable amount of white space showing around the reading matter. An improvement that might be suggested would be to shorten the lines dividing the various sections of reading matter. Lines about half the length of those used would have a better appearance.

Considerable information is given regarding the goods on sale and prices are also quoted. These features are both effective in creating sales.

The goods featured are all seasonable lines, and the advertisement should bring results. The space used measured 10 x 13 inches.

H. V. Phipps.—This advertisement could have been improved by dispensing with the present heading and starting the ad. with the introduction in smaller type, and then placing emphasis on the words "heating stove" or "range." The two heavy lines used under the word stoves have a tendency to detract from the effectiveness of the reading matter.

This ad. occupied a space measuring 4½ x 5 inches.

PUSHING THE SALE OF NOVELTIES.

The season of the year has arrived when numerous euchre clubs are formed, card parties arranged, etc. At each of the gatherings it is customary to offer prizes of various kinds.

These prizes are not necessarily expensive ones, and they often range in value from 50 cents to $2 each.

Many suitable prizes for occasions of this kind are to be found in many of the modern hardware stores.

There are many fancy novelties in brass and copper goods, cutlery, silverplated ware, etc., that are very appropriate as prizes. The bulk of this trade has in the past been secured by the jewellery trade, but there is no reason why a large amount of the business should not go to the hardware dealer. Probably the reason that the hardware dealer has not secured a large portion of this business is that the goods have not been specially featured as articles especially suitable for prizes.

An occasional good window display featuring these lines, showing articles at a moderate price, with plain figure price cards, will help to build up a nice business in medium price novelties. These lines usually carry a good profit.

It is a good plan for the dealer to have a sticker or ticket bearing his name attached to the article. The contestants for a prize are always interested to know where the prize was purchased, and when they see the firm name they often receive an impression that will guide them in purchasing prizes at some future date.

HUNTING GOODS WINDOW.

The T. Eaton Co., Toronto, are exhibiting an attractive window display of hunting and camping goods selected from their hardware and sporting goods department.

The floor of the window is covered with dead leaves. A pool of water is represented by a large mirror laid flat in the centre of the window. The edges of the mirror are covered with leaves and grass and on the mirror are several decoy ducks. The arrangement makes a very good representation of a stream or pool of water.

Game traps are placed among the leaves and shrubbery and several stuffed animals also add to the attractiveness of the display.

A nice selection of rifles, shot guns, ammunition, hunters' clothing, etc., is also shown.

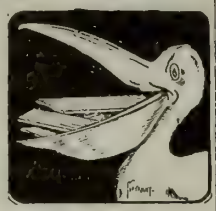
The importance of the store window as a side partner of the newspaper ad. is not fully realized. A great many hardwaremen have never made any effort to make these two mediums of publicity "trot in double harness." They manage their advertising and window display campaigns on the principle which should rigidly pertain in charity—the one hand knoweth not what the other is doing.

Work on the Fife Hardware Co.'s new warehouse is being pushed forward rapidly. It is estimated that nearly 100 tons of steel will be used in the new building and under favorable conditions the warehouse should be ready for occupying about November 15.

For warmth and comfort our
STOVES and HEATERS
Just Fill the Bill!

Likewise our

Stove Pipes & Elbows



Paints and All House Cleaning Necessities.

For Duck Shooters—
A Complete Stock of Ammunition.

Aluminium Cooking Utensils.

Hardware, Lumber **A. E. DOWNEY** Swan Lake, Man.

Stoves Stoves

If you need a new heating stove or range let us show you our complete stock.

Heating Stoves, $5 and up

Ranges, $33 and up

A full line of Threshers' Supplies—Machine Oils, Hard Oils and Brass Goods, Belting, Lace Leather and Hose. Get our prices before buying.

H. V. PHIPPS
Hardware and Furniture

Compare the Quality of the Goods. Compare the Prices

And You Will Find us Better in Quality and Cheaper in Price

$42 Complete Blacksmith Outfit $42

All this for Forty two $

Ajax or Peter Wright anvil—Forge or Bellows—40 lb solid vise—Post drill with complete set of drills from ⅛ to 5-8 inch—Stock and dies 3-16 to 5-8—Hardie—Coal chisel—1¼ in. cold cutter—1¼ in. hot cutter—14 inch Rasp. 20 inch tongs—2¼ inch Bolt tongs—Farriers knife—Hammer—Farriers pinchers

We also have complet outfits $14, $25, $30.

Buffalo blowers	18.00 to 21.00
Forges	6.50 to 9.00
Post drills, self feed	9.00 to 10.25
Solid Vises -	5.00 to 10.75
Bellows according to size,	6.25 to 10.50
Anvil, according to make	12c to 18c lb

Doubletrees Ironed or Plain

Singletrees ironed or plain
Neckyokes ironed or plain
Wiffletree ends
Wiffletree centers
Neck yoke sets

Bar Iron
Band Iron
Horse Shoes 20c pair
Horse Shoes nails
Blacksmith coal
Buggy & wagon woods

Wagon Tongues

Buggy and cutter poles
Buggy and cutter shafts
Buggy springs
Buggy steps

BOX BROS.

BELMONT Phone 9. 71 73. MAN.

Here They are Again



Just Arrived a CARLOAD of Heating Stoves in all kinds, sizes and prices

PRICES range from $1.75 up, and the styles and quality cannot be beaten anywhere.

Call in and look them over and if we have not got the Stove you want we will get it for you.

Fleming Bros.

Scoop Shovels

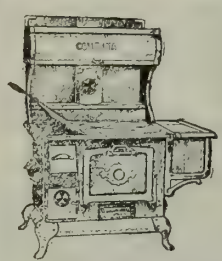
A new line of Scoop Shovels full polished A.1. Scoop in every respect. Price....$1.00

Wm. CHALMERS

Furnace Scoops

Are what you require to shovel coal in your furnace. Narrow mouth light yet strong. Price 50c.

The Columbia



There are no patents on the Columbia. The makers do not fear competition—no other manufacturer wants to make it and sell it at the price. You can't beat it at our price of

$50.00

Food Choppers

You will need a good Food Chopper to help prepare that thanksgiving dinner. Let us show you our splendid values in this line.

No. 10 Chopper with 4 cutters, cuts 2 lbs per minute. Price..... **1.25**

No. 20 Chopper with cutters, cuts 2½ lbs per minute. Price..... **1.75**

Washing Machines

Our prices on Washers are down to the lowest notch. The lines we carry are easy to operate, strong and will last.

One Minute Washer. Price.....$12.50
Automatic 1904 Washer. Price.....$10.50
New Century Washer. Price.....$10.50

All of these washers have a place to attach a wringer.

Moose Head Brand Fur Robes

Big Values in first quality goods. Compare our prices with any going.

Size 53x70 each $10.00 to $13.50
Size 59x72 each $14.50 to $20.00

Your choice in Grey, Black or Brown colors. These robes are made from selected skins, lined throughout with green plush, have strap hanger, are well stitched and will not rip.

V - Ava Spray



The modern way Clean and Polish Pianos, Furniture, Hard, Soft or Painted Floors. It is splendid for linoleums.

V-Ava is a wonderful cleaner and polisher

Price per gallon.. **$3.00**

Have you ever tried PEROLIN? It is a compound to spread on the floor before sweeping. It keeps down the dust and is a thorough disinfectant, you sweep out all the dust without spreading it over the curtains, furniture, etc.

In 5 lb Tins Price 45c. In 20lb Tins $1.25

Saturday Bargains

Large Iron Maslin Kettles, white mottled enamel inside and outside. Regular $1.50 Special $1

LANTERNS

Cold Blast Lanterns reg. $1, special.....75c

Cold Blast Lanterns reg. $1.50, special..... $1

COMBINATS

White and White Enamel Combinats $1.50 for $1

Arnold Automatic Damper

It does not matter what kind of fuel you burn the Arnold Automatic Damper will regulate the fire It will also save the fuel, we guarantee it will. Try one and if you are not satisfied with your purchase, your money back.

6 inch and 7 inch for Stoves of all kinds price 2.25
8 in. and 9 for Furnaces price.....$5.00

Air-O-Lite Gasoline Lamp

Improved Model. Perfectly safe and efficient, easy to generate, operate and keep in order. See one of the lamps burning on our counter—it gives a strong light. **$12.00**

Sanitary & Odorless Indoor Closet

Made to connect with the smoke pipe or chimney. Well made and nicely finished. Complete with 6 ft. pipe & 1 elbow. **$15.00**

WM. CHALMERS Hardware Store DELORAINE

Recent newspaper advertisements of Canadian hardware firms.

Current News of the Hardware Trade

Business Changes.

Woodville, Ont.—Good & Co., hardware, have sold out.

Candahan, Sask.—Einarson & Goodman are reported dissolving partnership.

Toronto, Ont.—Ontario Cork Co. dissolved partnership, Arthur Brooks continuing.

Russell, Man.—D. J. Fraser has succeeded to the hardware business of J. S. Maynes.

Winnipeg, Man.—C. Schelling & Co. have started to manufacture kitchen equipment.

Kincaid, Sask. — Henderson Bros., hardware, have been succeeded by Finlay & Finlay.

Edmonton, Alta.—Connell Bros., hardware dealers, have been succeeded by Connel & Grigg.

Toronto, Ont.—S. A. Dawe, hardware, has been succeeded by U. S. National and Electric Fixture Co.

Toronto, Ont.—S. A. Dawe, plumber, etc., has been succeeded by U.S. National Fixture & Supply Co.

Toronto, Ont.—Maxwell & Johnston, plumbers, dissolved partnership, F. R. Maxwell continuing under style of F. R. Maxwell & Co.

Fire Losses.

London, Ont.—Fire did damage to the extent of $30,000 at the plant of the London Bed and Mattress Co.

Removal Notice.

The Pease Pacific Foundry, Ltd., Vancouver, B.C., have sent out cards to the trade bearing the following notice:—On and after October 20 the offices and warehouse of this company will be located at 1136 Homer Street, where we will have larger premises, with better facilities for handling our increasing business. New telephone: Seymour 3230. Private exchange to all departments.

New Firms.

Schuler, Alta.—N. B. Steele has started a hardware business.

Dewar Lake, Alta.—W. H. Brumwell has started a hardware business.

Swift Current, Sask.—The Swift Current Concrete Products Co. has started business.

Toronto, Ont.—J. A. Graham has opened a new hardware store at 504 Pape Avenue.

Shaunavon, Sask.—Roycroft & McGregor are making preparations to open a new hardware store.

Toronto, Ont.—P. Kainin will open a hardware and paint store at 416 Dundas Street about November 2.

Industrial Notes.

Blairmore, Alta. — The Keystone Cement Co. have commenced operations.

Montreal, Que.—Metals, Ltd., 30 St. James Street, are contemplating the erection of a factory.

Montreal, Que.—The Steel Co. of Canada recently awarded contracts for the erection of a new nail factory here.

Calgary, Alta.—The Lewis File and Rasp Co., Massillon, Ohio, are going to erect a branch factory here.

Hamilton, Ont.—The Tallman Brass and Metal Co., Hamilton, have purchased the plant and machinery of Lomas & Nelson, art and electric fixture manufacturers, and will manufacture electrical fixtures.

Prince Albert, Sask.—A new industry to be located here is the Royal Farm and Machinery Co., of Manitoba. The company will invest $100,000 in works and employ forty men.

Gananoque, Ont.—A start has been made in rebuilding the spring factory of the Ontario Steel Products Co., which was destroyed by fire about ten days ago.

Death of Edward Preston.

The death occurred on Sept. 23, of Edward Preston at his residence, Four Oaks, Warwickshire, England. The deceased was the senior member of the firm of Edward Preston & Sons., Ltd., Whittall Works, Cheston Road, Birmingham, England.

Death of John Allan.

The death occurred at Paris, Ont., on October 25 of John Allan. He had not been well for some time, but his death was unexpected. Born at Kilwinning, Scotland, seventy-five years ago, he came to Canada when a young man, settling at Galt. He entered the printing office of The Galt Reformer, at that time conducted by the late Hon. James Young. Some years later he purchased the business, and successfully conducted it for fifteen years. About 1870 he came to Paris, where with the late David Brown, who came with him, he organized the Ontario Nut and Bolt Works, and later started the Standard Needle Company. Both gentlemen then became associated with the McGill Land Plaster Works, now known as the Alabastine Company, Paris, Ont.

Have Opened Offices.

Montreal, P.Q.—E. H. Day, of R. Turner & Sons, Redditch, England, manufacturers of fish hooks, etc., is at present in Montreal on his way to England. Mr. Day has just completed a trip around the world.

Montreal, P.Q.—Frank Tobin, of Woodstock, Ont., was in Montreal this week.

Montreal, P.Q.—In a recent issue of Hardware and Metal the address of Albert Skinner, who represents a number of Sheffield firms, was given as 419 St. Urbain Street, Montreal. This should have been 491 St. Urbain Street, Montreal.

Montreal, P.Q.—Among the retail hardware dealers in Montreal this week were the following:—J. F. Crepin, Chateauguay, P.Q.; Helmer Bros., Mountain, Ont.; J. B. Damour, St. Philomene, P.Q.; J. A. Paquin, St. Eustache, P.Q.; A. Larose, Terrebone, P.Q.

Montreal, Oct. 29, 1913.—The British Manufacturers' Association, Limited, who have offices in England, Brazil, Argentine and Egypt, have now opened an office at 803 McGill Building, Montreal. This firm acts as agents for British houses, and, besides such lines as turbines and machine tools, will handle all classes of high-grade steels for high-speed tools, as well as steel used in the manufacture of saws, springs and drills. They also have a line of cotton waste.

Personal Notes.

Andrew Jardine, of A. B. Jardine & Co., Hespeler, has gone West on a business trip.

L. W. Smith, of the Canadian Tap and Die Co., Galt, has gone on an extensive trip through the West.

J. R. Henderson, Montreal, Que., President Brandram-Henderson, Ltd., was a visitor in Toronto this week.

Ald. B. W. Bennett, of the hardware firm of Odell & Bennett, London, Ont., has disposed of his interest in the firm.

A. G. Rodgers, Niagara Falls, N.Y., formerly of Toronto, Ont., superintendent of the Carborundum Co., plant, is dead.

P. A. Pope of Athabasca, Alta., has left for Mirror, Alta., to take charge of the hardware store started by Rogers & Co.

J. E. Harrison, for the past three years manager of the Vancouver branch of Pilkington Bros., Ltd., of St. Helens, Eng., has left for Montreal to the management of which branch he has just been promoted.

William McMaster, vice-president of the Dominion Steel Corporation, and for many years head of the Montreal Rolling Mills, has been elected a member of the Board of Directors of the Bank of Montreal in place of the late Jas. Ross.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Cooler weather would be welcomed by the trade in general. Business is holding up in a very satisfactory manner, but cooler weather would help to move many lines now inactive. There is little change in the metal markets and few price changes. Tin has declined ¼ cent per lb. Cutlery has advanced. Linseed oil has taken another big drop in price and turpentine has advanced. Trade in furnaces and radiators is good. All branches of the trade are preparing for the Christmas trade and no doubt the hardware dealers will secure a large share of the Christmas gift business.

MONTREAL.

Montreal, October 29.—The trade generally is reported good. Fall goods are still in great demand, and some dealers are calling for delivery of winter lines. The retail trade report a good steady business, and collections throughout the country have shown some improvement. The call for Christmas goods is showing itself just now in a very marked manner. Cutlery and silverware is selling in very gratifying quantities, and it would seem that more dealers intend to make a bid for Christmas trade than formerly. Such goods as Electric Toasters and Irons as well as the more fancy lines, such as percolators are going out in large numbers. These are lines which give good display and sell well, leaving a good margin of profit. They are getting to be very popular lines with the hardware trade, and especially at Christmas time. Winter lines have, of course, not received as much attention as they might have done owing to the prolonged mild weather. A cold spell just now would be welcomed by the retail as well as the wholesale trade. The discount on Rock Island Nipples has been changed from 75 per cent. off lists to 77½ per cent., and new prices have been made on iron and steel as follows:

Machinery, Steel Iron Finish	$2.20 base
Toe Caulk Steel	3.05 base
Tire Steel	2.25 base
Sleigh Shoe	2.15 base
Mild Steel	2.15 base
Band Iron	2.15 base

In the metal market things have been very quiet. The English market has, as usual, been fluctuating, but locally there is no change with the exception of antimony, the price on which has been reduced.

Tin.—Last week the London quotation for tin was £183 17s. It has been up as high as £185. 10s., but since then has been dropping until to-day's quotation is £182. 10s. New York is selling at $40.20 for small lots, while locally the price of $46.00, which has remained unchanged for some weeks, still holds good. The market is not very strong, but at the same time, it is not generally thought that the price will come down in the near future.

Spelter.—There is practically no change here. Spelter was selling last week in London for £20. 10s., and to-day's price is £20. 12s. 6d. Locally the market is unchanged and still pretty weak. There is very little demand, and a reduction in price would not be a surprise.

Lead.—Lead is still very scarce and the demand very good. The London market is practically unchanged at £20. 8s. 9d. Users are adopting a hand to mouth policy in buying, and stocks are said to be very low. Shipments are on the way and this may result in an easier market, as the presence of further supplies will release competition. The local price of $5.75 still holds good.

Copper.—Both the London and New York quotations on copper are slightly lower this week. London is quoting £74. 7s. 6d., which is 10s. lower than last week, while New York is $16.40 against last week's quotation of $16.45. Copper has been fluctuating all week in both London and New York, but locally the price remains unchanged at $17.75. It is thought that copper will find a higher level before long.

Antimony.—There is not much done in this metal, but although it was reported in some quarters that an improvement had been seen in the demand, the price has been reduced from $10.25 to $9.75. The explanation probably is, that the local demand is so small that the usual rule of supply and demand does not have any effect on prices, which are governed from outside.

Iron.—The London market for iron is in a pretty weak condition, and the latest quotation is 51s. 7d. This is the same figure as last week's quotation, but lower prices are anticipated. It is thought quite possible that the local price will be affected by the weakness of the English market.

In the heating business very favorable reports are still being received. Jobbers are very pleased with the amount of business being done, and things show no signs of letting up. Quite a number of furnaces are being installed and radiators are selling well.

The stove trade from the manufacturer's standpoint is in good condition. Orders are plentiful and a good season is anticipated. From the view of the retailer, things might be better. Comparatively mild weather still prevails throughout Eastern Canada, and owing to this sales have not been as numerous as they might have been. Anything in the nature of a cold spell would be welcomed, and retailers are hoping for this in order to give a boost to the stove business. There has been a good demand for stove pipes and elbows, and the popularity of ash-sifters, especially those of the dustless variety, which sells at a fairly high figure is said to be improving.

TORONTO.

Toronto, Oct. 30.—Conditions this week are much similar to those of last week. A good volume of business is passing, but jobbers report that it is not up to the amount usually expected at this season of the year.

The wet weather during the early part of the week created activity in the demand for roofing and roofing materials.

With the coming of cooler weather there will be an increased demand for fall and winter goods. Despite the fact that there have been many rumors in connection with the financial stringency, prices on hardware lines have held up remarkably well, and there have been equally as many advances as reductions in price. Quotations on the majority of lines have been very firm. Cutlery has advanced in price during the past week, and the recent advance in glaziers' points and the change in pipe prices were reported in last week's issue.

Metals.

There is little change in the metal markets, and metal merchants report that all things being considered the general situation is fair, although requests for renewals are still quite frequent. Tin has declined ¼ cent per lb., and is in fair demand in small lots. Copper is unchanged, and in fair demand. Iron remains unchanged, and spelter is unchanged and quiet. Lead is in brisk demand, with quotations unchanged. It is reported that stocks are down to a minimum.

Advance in Cutlery.

Advances have taken place during the past week on several lines of cutlery, in-

cluding table and pocket cutlery, carvers, razors, etc. The advances generally range from 5 per cent. to 7½ per cent.

Stoves and Furnaces.

Trade in stoves is fair, although cooler weather would be appreciated by the stove trade. There is a good demand for furnaces, despite the fact that building operations have been curtailed.

One firm reports that their furnace sales this year are in excess of their sales last year. They attribute the advance in sales to the fact that large numbers of house owners are installing furnaces in houses hitherto heated by stoves.

Sales of furnaces for new buildings have dropped off in some districts, but nevertheless the total sales appear to be holding up well. Small heaters have been selling rapidly.

Cooler weather would be welcomed by the stove dealers, as they realize that brisk business cannot be expected as long as the weather remains mild.

Stove Pipe Elbows.

Stove pipe elbows are in excellent demand at $1.20 per dozen for 6 inch and $1.35 per dozen for 7 inch; tee pipes, 6 or 7 inch, are quoted at $3.00 per dozen; taper pipes, 6 or 7 inch, $1.61 per dozen; stove pipe collars, lacquered, 6 inch, 36 cents per dozen; 7 inch, 44 cents per dozen.

Enamelware.

The demand for enamelware keeps up exceptionally well. White ware is still quoted at 75 per cent. discount; blue ware at 50-10 per cent.; gray at 60-10 per cent.; copper boilers and kettles at 40 per cent.; galvanized pails, 45 per cent.; galvanized tubs, 45 per cent.

Rope and Twine.

There is no change in rope quotations in Toronto, and the demand is normal for this season of the year.

Conditions in the Manilla hemp situation are practically unchanged, and the inquiry for hemp stock has been checked on account of the decrease in orders for cordage. The receipts at Manila since the first of the year are 37,500 bales less than during the corresponding period of 1912. The net stock at Manilla was recently placed at 229,000 bales, an increase of 15,000 bales over the stock a year ago. Quotations in the hemp market are practically unchanged.

Toronto quotations on rope are as follows:—Pure Manilla, 16½ cents base; British Manilla and African hemp, 12½ cents base; Sisal, 11½ cents base. Quotations on binder twine for next year will not be issued until February.

Nails.

Business in nails, although fair, is not heavy, and retailers are buying only for immediate needs. Toronto quotations are still $2.25 base. Quotations on wire remain unchanged at prices shown in current market quotations.

Electrical Goods.

It is expected that electrical specialties will figure prominently in the goods sold as Christmas gifts during the coming holiday season. Hardware jobbers and retailers are stocking the line more extensively than ever, and will no doubt feature the electrical goods department more during the coming Christmas season than at any time in the past. Among the articles selling freely are toasters, percolators, chafing dishes, irons, lamps, water heaters, disc stoves, radiators, ranges, ovens, fry pans, etc.

WINNIPEG.

Winnipeg, October 28.—There is still a fair city demand for building supplies, building permits running to about $30,000 per diem, mostly all for small residences. There is a likelihood that there will be a good demand for materials for this class of business until Christmas unless the weather should become too cold to render outside work possible. There is a great shortage of houses in the city and notwithtsanding the immense amount of residential building done this season and last the supply does not equal the demand. There is also a fair demand for similar lines from country points, as farmers and others are now beginning to fix up for the winter.

Retailers are now featuring fall specialties and wholesalers and jobbers are already getting in quite a few orders for Christmas goods but it is a little early yet for such lines to be moving freely.

The really extraordinary movement of wheat continues with no signs of abatement and surprisingly few complaints of car shortage or lack of storage. As a matter of fact stocks in terminals actually showed a decrease at the beginning of the week although receipts at the lake heads must have run close to a million and a half bushels a day. Up to date, some $40,000,000 of grain must have passed out of the farmers' hands. It is therefore not surprising that collections show improvement. This, they will do from now on and once the November pay day is passed money will flow into regular trade channels quite freely.

Stoves and Furnaces.

This is the stovemen's busy time and they are well satisfied with the business being done. There is nothing of a boom but good steady solid business in all lines. Ranges which have been very dull for a long time have been selling quite freely of late and the business in heaters and furnaces is quite active. It is a good sign when ranges are selling for it shows that there is money to spend. Electric radiators for bedroom use or as supplementary to the general heating plant in residences of the better class are rapidly growing in favor. Oil heaters are also popular among certain classes in the community. There is a good steady trade in enamelware and kindred lines and sales compare favorably with last year.

Paints and Oils.

Fall house-cleaning has given a boost to floor paints, enamels, varnishes and kalsomines, while as is usual at this time of the year there is good demand for window glass. Prices on paints, oils and glass are steady. Flax is very weak and a reduction in linseed oil is in order.

Metals.

There is as might be expected a good demand for plumbers' supplies and trade in them is active. There is also a quite active demand for reinforcing iron and steel for concrete work and also for cement. It seems certain that reinforced concrete construction is rapidly displacing steel frame here except in the case of the highest buildings. It is also very noticeable that metallic window casings, metallic ceilings, metal doors and cement floors are much more in evidence than even a year ago. Manufacturers in metals here only exist in sheet metal work and structural iron and steel, but there seems to be a great future in the West for uses for metal in building as its adavntages become better appreciated.

CANADA PAINT COMPANY HOLD BANQUET.

Montreal, October 24.—The season for banquets has commenced and one of the first to be held was that given by the management of the Canada Paint Company to its selling representatives who were gathered together from all parts of Canada for the annual convention. The banquet was held at the Canada Club, Montreal, on October 22 and covers were laid for 75 with H. W. Aird in the chair. After a most excellent dinner the usual toasts were given and responded to. Speeches were listened to from H. W. Aird; H. Clucas; F. A. Scott, W. J. Bland, W. H. Newton, and E. G. Paddon. Some very interesting lantern views were shown, depicting the various plants and staffs of the company. E. W. Riddle contributed to the evening's entertainment with a song which brought down the house. Of great interest to the salesmen was the announcement of the inauguration of a competition whereby it would be possible for each salesman to earn a prize of $100 with additional prizes for the three top-notchers. The menu was very attractively gotten up and contained a number of songs specially written for the occasion to popular music. These songs were sung between courses, and the salesmen certainly demonstrated their ability to sing the praises of Canada Paint.

Methods of Retailing Paints and Varnishes

Selling Paint During the Late Fall

Methods That Dealers Should Adopt to Create Business—Lack of Aggressiveness Loses Opportunities of Profitable Trade in Paint Specialties—Where the Business is to be Found.

I stepped into a hardware store early this week to purchase a package of gold bronze, and after making the purchase, I said to the clerk: "I am thinking of doing considerable inside painting, but I guess it is pretty late in the season to start now." "Yes," said the clerk, "it is pretty late to start now."

That ended the conversation, and I left the store. The clerk did not make any enquiries regarding the work I wished to do, nor did he offer any suggestions as to how I might do the work this fall.

This is one of the reasons why a large number of hardware firms have an unnecessary dropping off in their paint trade during the late fall. It is true that late in the fall the dealer cannot expect to do the same volume of business that is experienced during the spring or early fall, but it is also true that many sales are missed through lack of aggressiveness on the part of merchants and their salesmen.

Towards the 1st of November there is a tendency on the part of some hardware dealers and their clerks to relax their efforts for creating sales in the paint department.

They look upon the fall season as a time for selling fall goods, forgetting that many lines of paint are as seasonable during the late fall as at any other season of the year.

There are hundreds of poorly painted buildings in all sections of the country. Many of these buildings will be exposed to the rigorous elements of the coming winter. Many of the owners of these buildings would become purchasers of paint if they were approached by a representative of the hardware firm and the economy of using paint were pointed out. It is not a difficult problem for a good paint salesman to show the property owner how he can save money by spending money for paint.

A few coats of paint increase the value of the buildings many times the cost of the paint.

There are many property owners and householders who would undertake painting in the fall if they knew that the work could be successfully undertaken at that season of the year. The average householder has a vague idea of the amount of painting that can be successfully undertaken late in the fall. Manufacturers have done a large amount of missionary work in educating the public, but in many towns this work has not received the co-operation of the dealers, with the result that much of the effectiveness of the campaigns is lost.

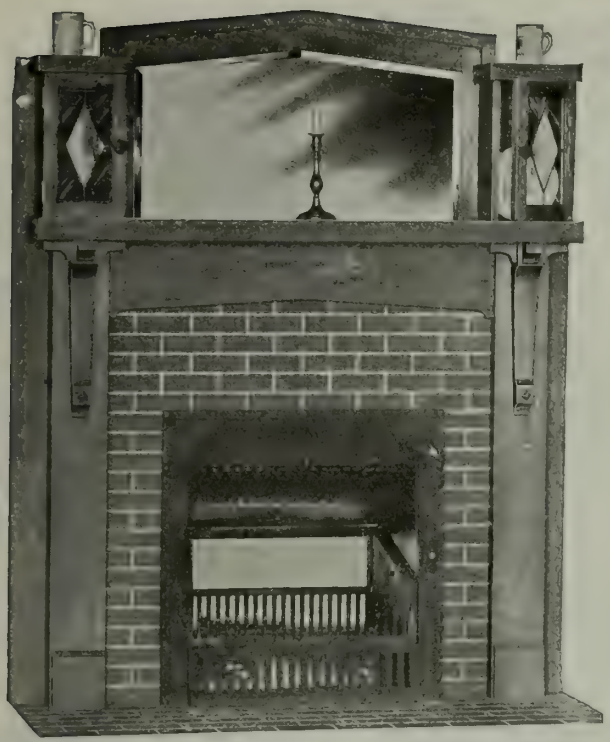
There are, of course, some merchants who are very enthusiastic about the fall paint trade, and by window displays, personal contact, outside salesmen and newspaper advertising they keep up enthusiasm in the paint department until very late in the season.

A splendid trade in inside finishes can be worked up at this season of the year.

(Continued on page 62.)



A neat display of paint in the store of W. Walker & Son, Yonge St., Toronto.



MANTELS

New Ideas that Sell them Quickly

Each year the demand grows greater for mantels and fire places in the new homes being built. Our latest catalogue shows all the new styles, with many improvements — numerous types that would fit well in with any class of home. They look well—they are built well—and consequently they sell well. They give satisfaction to your customers — and that means additional profit.

If you are not supplied with our catalogue see that you secure one without delay.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

RUST—Metal's Greatest Enemy

Conquered by LIONOIL

Rust on metal parts is each day costing the American automobile manufacturer thousands of dollars, besides greatly lessening the standard of his product.

No metal body can be finished perfectly if at any time it has been rusted. It is absolutely essential that the surface be free from any spots. Lionoil is the world's greatest rust preventative. Bodies coated with Lionoil when in use show no tendency to peel, check, or flake off.

Any metal part such as springs, axles, frames, fenders, lamps and all sorts of stampings and forgings, are absolutely insured against rust if coated with Lionoil.

Lionoil can also be used as the liquid ingredient for metal primer or "roughstuff." We can also furnish Lionoil metal primer ready mixed.

Lionoil is also a great labor saver. It pays for itself easily in labor and metal saved. It is not expensive, covers lots of surface and air-dries quickly.

Write us for information regarding Lionoil or any of our other products, such as the Raven line of black Japans for lamps, bonnets, top bows and other parts. We have a large corps of experts who specialize on finishing problems. Write for information.

Largest Manufacturers of Varnishes and Japans in the World

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Oct. 29.—This market is very quiet at the present time from the manufacturers' standpoint. Business has been very good during the present fall, but is quietening down now. It must not be understood from this that business is poor, for such is not the case, but the between seasons time is approaching, when it is still early for spring orders, and the majority of retailers are stocked up with fall lines. Of course, business is being done, but the rush is over for the time being.

Collections are said to be improving, and manufacturers do not seem to be worried at the condition of this end of the business. Of course, there is more renewing being done this year than was the case last, but in view of conditions things appear to be very satisfactory.

White Lead.—The demand here has not been great, and prices remain unchanged. It cannot be said that any change in price either up or down is expected. $8.25 is the ruling quotation.

Linseed Oil.—Although the market has been in a weak condition for the past two or three weeks, the quotations of 57c for raw and 60c for boiled in single barrel lots remain unchanged. No lower prices than these have been heard of, and it seems to be the general opinion that in spite of a seeming weakness the lowest has been reached. Of course, it is very hard to predict the trend of the market, but although it is possible that oil may drop a cent or so, conditions do not seem to be such as would warrant any cheaper price.

Prepared Paints.—The fall demand here has been very gratifying. The mild fall weather of the past four weeks has made possible a great amount of outside painting. Just now most of the orders being received by manufacturers are of a sorting up nature. A few spring orders are reported, but these are not yet very numerous.

Turpentine.—There has not been much demand for turpentine recently. The price of 59c remains unchanged. It is said by some that the price will advance before long.

Petroleum.—Business in this line is brisk at the present time. Dealers are hastening to get in their supplies by water routes before the close of navigation.

Glass.—The demand for glass is still keeping up in a satisfactory manner, and jobbers report a satisfactory business. Some shipments from overseas are still being received and supplies on hand are said to be good.

Putty.—The demand for putty is still heavy, and some large orders have been executed. Prices remain firm and unchanged.

TORONTO.

Toronto, Oct. 30.—A slight falling-off in the volume of business is noted in the paint trade. Jobbers and manufacturers report that fall trade up to date has been good, and there are no grounds for complaint.

One manufacturer reports that his firm has received a number of paint orders for spring delivery in 1914.

Turpentine has taken a decided advance in price, and, as predicted in former reports of Hardware and Metal, linseed oil has again declined.

Trade in glass and putty has picked up considerably, and although the volume of business passing is not up to last year's mark, dealers appear to be quite satisfied with the number of orders they are receiving.

Another Decline in Oil.

Following the decline of 3 cents per gallon reported last week, linseed oil has taken another drop of 2 cents per gallon, and is now quoted as follows:—Raw linseed oil, per gallon of 9 lbs, single barrels, 55 cents per gallon; 3 to 5 barrel lots, 54 cents per gallon; 6 to 9 barrel lots, 53 cents per gallon. Boiled linseed oil, single barrels, 58 cents per gallon; 3 to 5 barrel lots, 57 cents per gallon; 6 to 9 barrel lots, 56 cents per gallon; 10 barrels and over open. Oil for less than 1 barrel, 7 cents per gallon additional; 5 gallon cans, 50 cents each; 10 gallon cans, 75 cents each.

Linseed oil is now being quoted at the same prices as those quoted during the first month of the present year.

Advance in Turpentine.

Following the firmness exhibited in the South and the recent advances which have taken place there, turpentine has taken another jump in price, and is now quoted in Toronto at 65 cents per Imperial gallon in single barrel lots, and 64 cents per Imperial gallon in 2 to 4 barrel lots. Including the advance of 2 cents per gallon reported last week, turpentine has advanced 6 cents per gallon during the past two weeks.

Glass and Putty.

Glass is in fair demand, although orders are not up to those received last year. Trade in the smaller towns and cities holding up well in this line, but a considerable dropping off is noted in the large cities. Glass is still quoted at 15 per cent. discount. Standard putty in casks is quoted at $2.50 per 100 lbs. in casks; $2.70 per 100 lbs. in drums; $3.00 per 100 lbs. in bladders.

Lead Unchanged.

Orders for delivery up to December 15 are still being solicited for lead at $8.20 per 100 lbs. in ton lots, and $8.40 per 100 lbs. in less than ton lots.

Paints and Varnishes.

Stove pipe enamel, varnish stain, interior varnishes, enamels, wall finishes, floor paints and other inside finishes are in good demand at unchanged prices. A falling-off is reported in the demand for outside finishes.

SELLING PAINT DURING THE LATE FALL.

(Continued from page 60.)

The householder has plenty of time during the long dark evenings to undertake many painting jobs around the house. Floors, walls, furniture, woodwork, etc., can be greatly improved in appearance by an application of paint.

Screen enamel is also a good line to push at the present time. Householders are putting their screen doors and windows away for the winter, and if screen enamel is featured and advertised many sales should result.

Storm doors and windows are being put up in readiness for the winter, and a window display or advertisement featuring paint for storm windows should create sales.

Concrete paint for concrete blocks, foundations, floors, etc., is also becoming a prominent line to push at this season.

Many owners of buildings have not yet heard of the many advantages to be gained by using paint on concrete surfaces. Cellar floors in residences when made of concrete can be made much more attractive in appearance when painted with concrete paint, not to speak of the advantages to be gained in the prevention of moisture or dust.

Varnish stains, stove pipe enamel, wall finishes, floor paints, varnishes, enamels, can all be used successfully at this season of the year. If these lines are kept well to the front and are featured properly a large amount of extra paint trade can be picked up during the late fall.

Whether a dealer's fall paint business reaches large proportions or not depends largely on the dealer and his clerks. His paint business will be largely what he makes it.

The public needs the paint, and the business is to be had if the dealer goes after it.



As True as your T-Square

You wouldn't use a T-square that changed from time to time; why, then, should you tolerate enamels that are as variable as the weather?

B-H "ENGLISH" ENAMEL WHITE

is noted for a uniformly sustained quality that never varies and is as dependable as the North Star. Made of materials of the highest grade exclusively, it has every quality desirable in enamels — lustre, density, perfect whiteness and great durability.

For putting that admired hard white "porcelain" finish on interior woodwork it is unequalled. The finish, too, lasts—doesn't get crumbly and yellow, as so often happens with other enamels.

You can set it down as an axiom, that you cannot produce lasting results with inferior enamels. Even if they do look all right at first, the lustre and whiteness soon fade, and you have a botched job. B-H "ENGLISH" ENAMEL WHITE is different—it is right, and stays right.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge	0 26
Rods, base ⅛ to 1 inch, round	0 22
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 in. base	0 25

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ⅛ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow		25 50
Glengarnock		26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3		
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

Cold Rolled Shafting.

9-16 to 11-16 inch		0 06
¾ to 1 7-16 inch		0 05½
1 7-16 to 3 inch		0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10		3 00
All bright, 52 sheets	3 70		4 15
Galvanized—Apollo	D. Crown		Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Size.	Buttweld Pipe. Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Size.	Lapweld Pipe. Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 8 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 15x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 65
Imported pig, per 100 lbs.	5 85	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base		4 65
I X, 14x20 base		5 65
I X X, 14x20 base		6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base		4 50
20x28, double box		9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 40
I X, Terne Tin		9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	
72x30 up to 26 gauge, case lots	8 95	

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	1 85

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

ENDS ALL FLOOR TROUBLES



TRADE **ELASTICA** MARK

FLOOR FINISH

The one perfect Floor Varnish.

BRINGS BIGGER BUSINESS, BETTER PROFITS.

MARTIN-SENOUR PAINTS & VARNISHES

A Self-Digging Hoe

If you were selling a **Hoe** to a man, who loved his garden, but hated work, wouldn't it be an advantage to be able to offer him some new Self-Digging hoe? Wouldn't such an article remove **Right at the Start** your greatest selling obstacle?

The MARTIN-SENOUR Splendid selling argument — "100% Pure" Paint does for you exactly what a self-digging hoe would do for the hoe salesman.

Analyze the prospect's thoughts: "100% Pure," he says to himself — "and no bother about mixing my own paint, and getting the right colors," — "100% Pure" he thinks and immediately all fear of an Adulterated Prepared Paint goes out of his head—Resistance has been removed before it had even a chance to intrude.

Write us to-day. The "Line of Least Resistance" may invade your district before you know it.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

HARDWARE AND METAL

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Per cent.
Carriage Bolts, common, new, $1 list.
Carriage Bolts, ⅜ and smaller..60 & 15
Carriage Bolts, 7-16 and up.....55
Carriage Bolts, Norway Iron ($3 list) ....55 & 15
Machine Bolts, ⅜ and less.....65 & 5
Machine Bolts, 7-16 and up.....67½
Plough Bolts .....55 & 5
Blank Bolts 57½
Bolt ends 57½
Sleigh Shoe Bolts, ⅜ and less.55 & 10
Sleigh Shoe Bolts, 7-16 and larger.50 & 5
Coach screw .....70 & 10
Nuts, square, all sizes .....4c per lb. off
Nuts, Hexagon, all sizes.4¼c per lb. off
Stove rids, per lb., 5½ to 6c.
Stove Bolts, 80, 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs..... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60 3 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot. Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller. $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.90
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft. ,each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64
Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS TRESTLES).

5 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ⅝ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 1 00 1 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 15 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

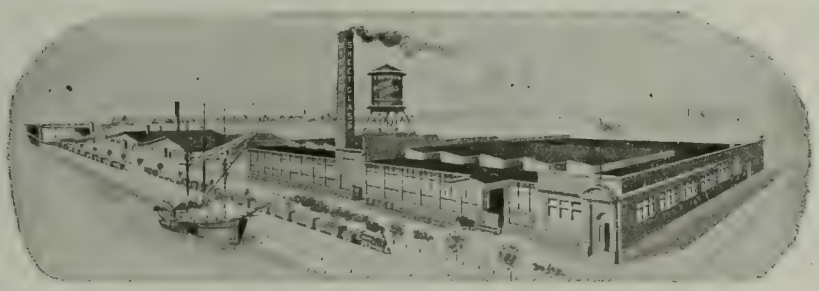
Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg—Sole Agent for the West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

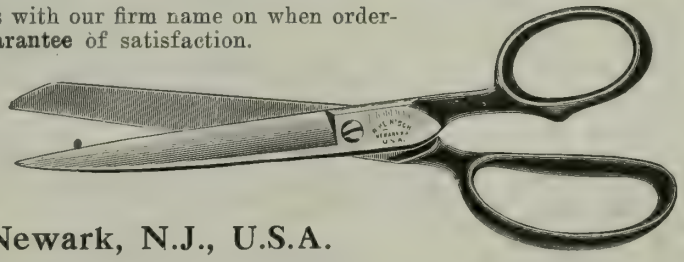
DON ROADWAY TORONTO

HEINISCH Trimmers Sell Quickly

Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a **positive guarantee** of satisfaction.

HEINSCH **Tailors' Shears, Scissors, Tinners' Snips,** etc., are of the same high quality as the trimmers.



Write for Catalog.

R. HEINISCH'S SONS COMPANY, Newark, N.J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12¼
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2, hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½
"	R.H., bright	80	10 7½
"	F.H., brass	75	10 7½
"	R.H., brass	70	10 7½
"	F.H., bronze	70	10 5
"	R.H., bronze	65	10 5
Drive screws		65	10 5
Set, case hardened		60	10
Square cap		50	and 05
Hexagon cap		45	
Bench, wood, per doz.			$5 00
Bench, iron, per doz.			4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.		0 06	0 10
" Slip	"		0 18	0 29
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Weerlick	"		....	0 25
" Axe	"		....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 59	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 60	0 80
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner..... 6 50
Cadillac Electric, Model C..... 18 00
Cadillac Electric, Model D..... 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	4 50
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 50
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment.

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

Big Money In Selling *Stephens* **OIL STAINS**

It will pay you to stock and boost these high-grade oil stains now. They pay good profits and are the "best protection" for the dealer against dissatisfied customers.



We have won a reputation in the West for the **High quality and purity** of these products which we will maintain.

Put up in bright, attractive packages; ready sellers both to painters and consumers.

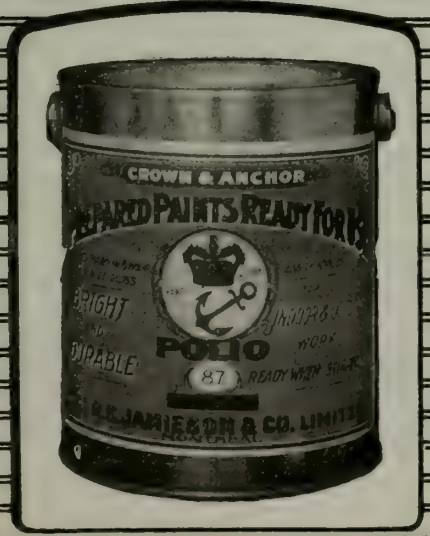
Better write for testimonials and let dealers convince you as to their superiority.

Write for our agency proposition; also colour cards.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co., LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 00

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.50
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 13
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL.	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts, 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe House paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brar	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pur	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	.17	15½
Palacine	.21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	.12½	12
Black Oil, Winter	.14½	14
Cylinder Oil, Green	.35	35
Paraffine Oil	.22	20
XXXX Machine	.25½	21
Benzine, in wood	.24	24½
Motor Gasoline, in drums	.24	24½
Motor gasoline, in wood	.27	25
Pure turpentine, single bbls.	.59	65
Linseed Oil, raw, single barrels	.59	55
Linseed Oil, 3 to 5 bbls.	.58	54
Linseed Oil, 6 to 9 bbls.	.57	53
Linseed Oil, boiled—		
single bbls.	.62	58
3 to 5 bbls.	.61	57
6 to 9 bbls.	.60	56
Alcohol, 5 gal. lots, per gal.	1.00	
Resin Grade G, bbl. lots	.7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kyanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal," cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto lbs.
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ THE REPORT

OF

MILTON HERSEY CO., Limited

Canada's Most Noted Chemists

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., Limited
Chemists—Engineers—Inspectors

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.

International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		**PIGMENT.**			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water** at **ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint is composed of pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO



THE LAST WORD

in varnishes—not a new production either—but one that has stood the test of time. The varnish that will please. We know that the results will be satisfactory in every case because we know what it's made of.

We will be glad to give you further particulars.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since 1842

STERLING PREPARED PAINTS

New Paint Customers Always Come Back With More Orders

providing you sell them the "Sterling" quality — the "Sterling" satisfaction — the "Sterling" Efficiency.

You cannot afford to overlook this winner. It has resulted from many years' experience, diligent study, and our aim is to produce nothing but the best.

You don't have to experiment to know Sterling Selling Qualities—other dealers will gladly relate their experience with this line. **Ask for names.**

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

THE SHERWIN-WILLIAMS CO.

OF CANADA, LIMITED

Twice-a-month Bulletin

No. 3 Some practical and interesting knowledge from the experience of successful paint dealers No. 3

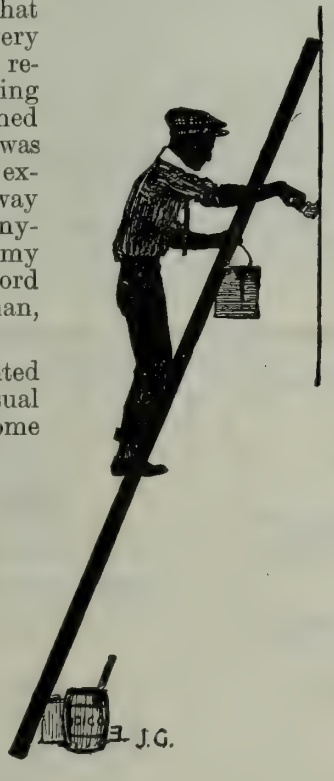
The store that stands out from the crowd

Ballou the Paint Man who introduces our first chapter is a great believer in individuality, and we shall let him tell you from his article in System Magazine how he gave his store personality.

"As I walked up and down the streets of Worcester I was impressed with the fact that most of the little stores—many of them very old like my own—lacked anything that resembled personality. There was nothing about them to draw attention. So I reasoned that the first proposition confronting me was —let people know Ballou's paint store existed. I made up my mind that in some way I would make the name "Ballou" synonymous with paint. I would establish my identity so strongly that the very word "Ballou" would mean Paint to every man, woman, and child in Worcester.

"But right at the start I was confronted with a dilemma, my name was an unusual one, hard to remember, and not easy for some people to pronounce. Then came the inspiration; why not pronounce it "BLUE" and make my store blue?

"I got out some blue paint at once and transformed the store to that color. Then I walked across the street and looked at it. I gazed up and down the long block. My store was no longer a mere link in a chain of dead-level sameness. Ballou had become in an hour, "The Blue Paint Man."



"That was the beginning. After that, blue became my mascot. Whatever I did, I did in blue. I painted my oil-cans blue and when they were carried or hauled through the streets people knew they belonged to Ballou. I wrapped all my parcels in blue paper and tied them with blue string, and every parcel and bag was a living advertisement for the Blue Store. I had my stationery printed on blue paper; my bills were sent out in blue and so were my cheques. My clerks wore blue caps and coats; and my store was decorated in blue.

"After a while I got a start and the people began to recognize "The Blue Store" as a feature in Worcester."

In this way Mr. Ballou made a great asset for his business out of the bright idea that came to him, but you might not like to give personality to your store in this way.

A winning slogan with a meaning — the kind your customers will remember —is one of the little things that helps your store stand out from the crowd. A merchant we know has his slogan "Peoria's Paint Store" lettered in bold, legible type on his auto-truck, the front of his store, his business letterheads, wrapping paper and in his newspaper advertisements and lantern slides. It's no use having a slogan if people don't see it—and if you don't live up to the idea so tersely expressed.

"The Brighten-Up Store" is the pleasantly suggestive slogan that beams forth from the hundreds of S-W Agents, in every part of the country, and is particularly effective because this happy phrase has been so persistently advertised in connection with our Cover-the-Earth trademark.

Write for our book "Merchants who made good," it is sent free and contains a great deal of interesting and helpful information for paint dealers.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS CO. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.





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You Supply It

That's how Iver Johnson prestige works

We drill Iver Johnson facts into millions of readers every week.
We make it impossible for Iver Johnson Revolvers to degenerate into dead stock.
We blaze the way for you to increase your firearms sales.
What more can you ask?
All Canadian jobbers carry Iver Johnson firearms.

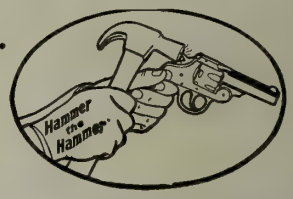
Send for our Catalogue, and for one of our handsome metal signs.

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350 RIVER STREET, FITCHBURG, MASS, U.S.A.

TRADE MARK IVER JOHNSON

Manufacturers of the Iver Johnson Champion Single Barrel Shotgun



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QUALITY
PAINTS & VARNISHES

FALL PAINTING

IT'S NEVER TOO LATE

in the fall to make good profits with a first-class household enamel. The Xmas gathering necessitates a lot of fixing up and an occasional touch of paint.

FLOGLAZE

"The Finish That Endures"

is an excellent all-round household enamel with which good profits can be had, even in the Xmas rush.

Write us about FLOGLAZE and let us tell you how we have made this line so compact that you can meet every household requirement by a small investment and yet receive large returns. The best household enamel proposition on the Canadian market.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
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An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd.
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A Game For Quick Action

SLOW moving propositions haven't any more place in business than they have in the realm of sport.

Action—plenty of it and quick—is what the merchant expects in every line of goods.

No dealer ever complained of a lack of action in

Glidden's Green Label Varnishes

Endurance Wood Stains **White Enamels**

J A P - A - L A C

Flat Wall Finishes **Cement Coatings**

Being **made** right, **advertised** right and **sold** right, they are the lines in greatest demand by the public. And the prosperous merchant is the one who trims his sail to public demand. Write for our dealer helps, terms, etc.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CLEVELAND LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

There's No Experiment

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"New Era" House Paint

It is so well advertised, known and used that dealers who do not handle it soon realize they are neglecting their own interest as well as that of their customers. **NEW ERA PAINT** will hold its color better, last much longer, give a better finish, cover more surface and withstand the weather better than many higher priced brands. New Era is perfectly pure and is sold at a moderate price.

Write for New Catalogue and Trade Discounts.

Standard Paint & Varnish Co.,
Limited
WINDSOR, ONTARIO

DOUGALL

Furniture and Cabinet VARNISHES

are genuine and reliable—tough—fine—and lasting.
They are safe in the shop—in the wareroom—in the freight car—safe at 98 deg.—safe at zero.
A valuable text book on Furniture Varnishes and Varnishing free. Write for one to-day.

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WARRANTED GENUINE GROUND WHITE LEAD

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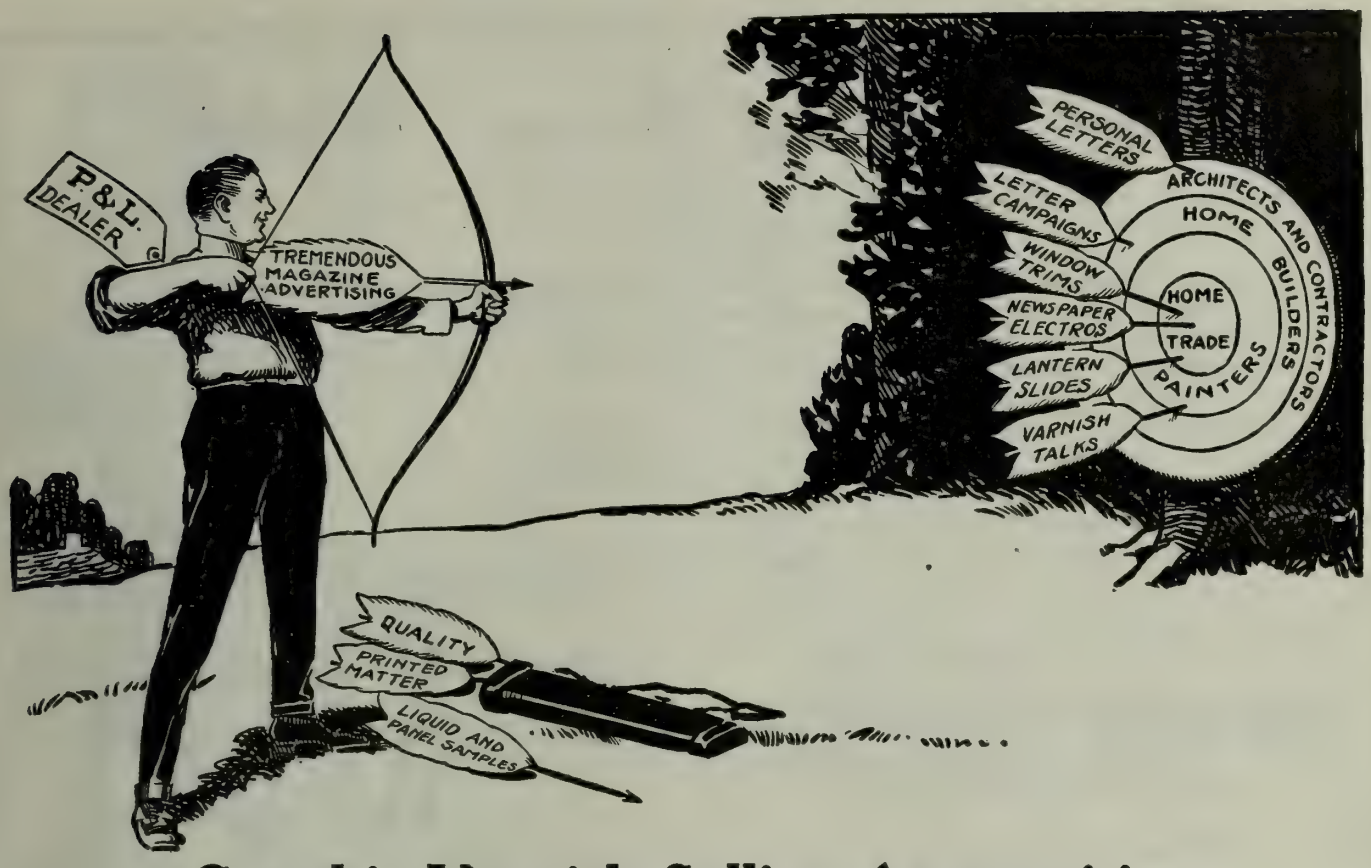
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BE this Pratt & Lambert Dealer, supplied with ammunition to hit every mark on the varnish selling target.

From his shelves, varnishes of real quality — the best known varnishes, are steadily being moved, to his fine profit, due to the tremendous demand created by Pratt & Lambert largest and most effective magazine, varnish advertising campaign — Pratt & Lambert advertising to nearly one hundred thousand painters, through the Pratt & Lambert Painters' Magazine, *Varnish Talks* — Pratt & Lambert advertising to *everyone* who is building, by means of letters and booklets. All this selling power is hitched to his store by means of forceful store and window display features, printed matter, lantern slides and newspaper electros.

You're not getting this kind of varnish selling co-operation unless you're a Pratt & Lambert Dealer. Why not be one?

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Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario.

Pratt & Lambert Varnish Proposition

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The Portland Power Washer

is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings no our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

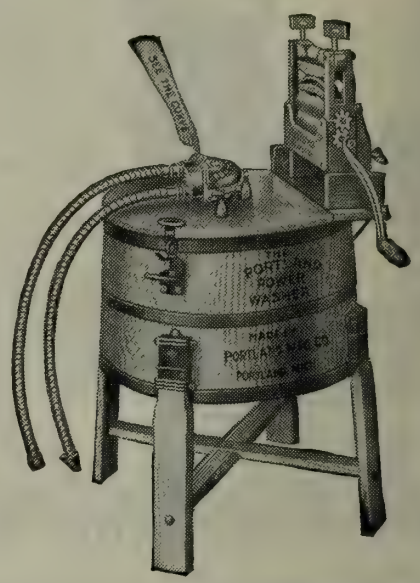
Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time .

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such **a perfect piece of mechanism** success everywhere.

It will be a splendid washer for you to handle. Guaranteed for 3 years.



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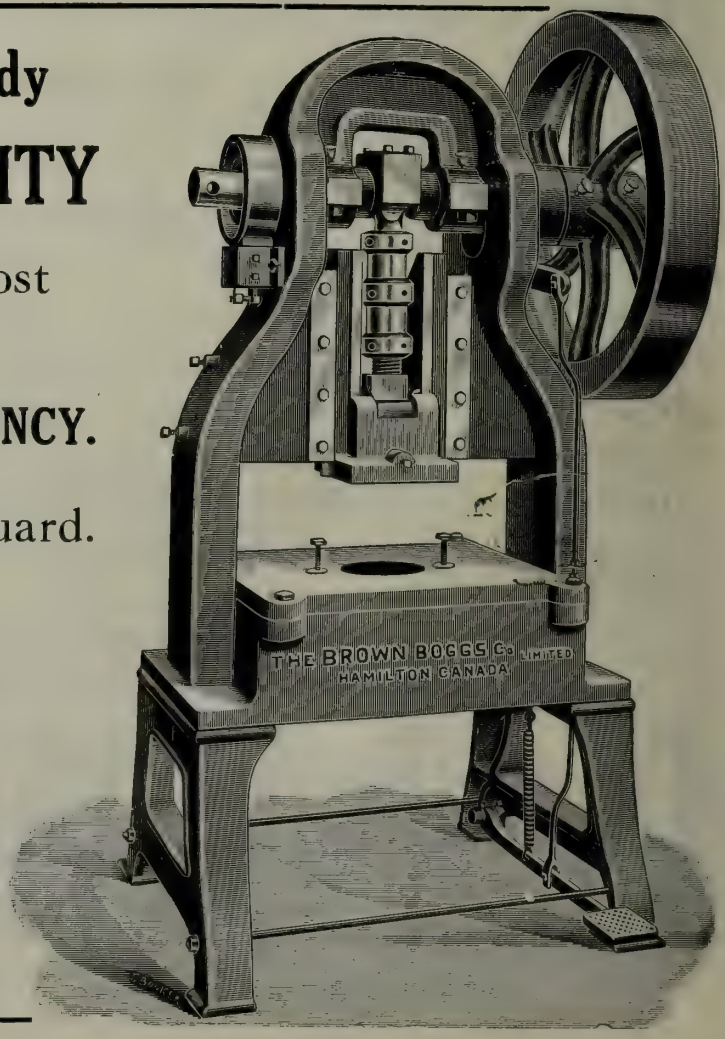
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Every B.B. Press spells **EFFICIENCY.**

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Presses, Dies, Tinsmiths' and Sheet Metal Workers' Tools, Canning Machinery



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Look over your stock and send your orders in NOW for

"Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

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"Flying Wheels"



NO CYCLE will give greater satisfaction to your customers than a "Flying Wheel!" And no other cycle of equal quality will show a better profit to yourself!
OVER 20 YEARS' REPUTATION at back of "Flying Wheels," and a lifetime's experience of the building of High Grade Bicycles! Although distinctly high grade, "Flying Wheels" cost no more than cheap cycles.
Full particulars on request. Agents wanted where not appointed. A splendid opportunitv!

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SOMETHING TO SELL THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

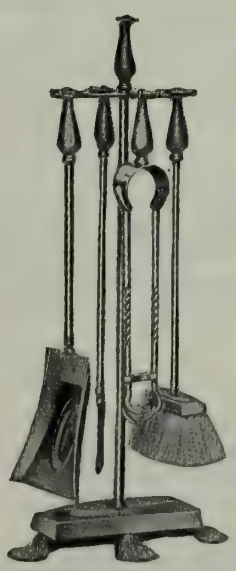
Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.
Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.
The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

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BRASS
Fire Sets,
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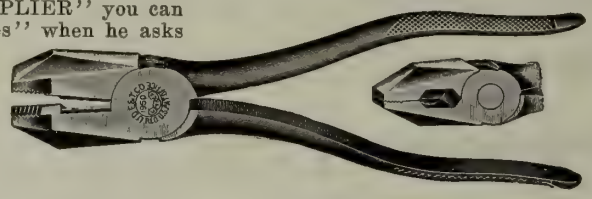
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"A GUARANTEE WON'T MAKE A POOR PLIER GOOD, OR A GOOD PLIER BETTER"
"IT'S QUALITY THAT MAKES AND KEEPS TRADE"

When you sell a man a "UTICA PLIER" you can look him in the eye and say "Yes" when he asks you if it is good. Utica Pliers are as good as U. S. Money, inasmuch as they are worth face value. Utica Nippers and Pliers are guaranteed to be satisfactory in profit as well as quality.



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We will cheerfully replace any Utica Nipper or Plier that proves defective or unsatisfactory for any reason, and as the saying goes, "That's Some Guarantee." No Strings To That.

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THE UTICA DROP FORGE AND TOOL COMPANY
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Always Look For The Barrel

When on the Market for

Razors, Pocket Knives and Scissors

The Guarantee of Quality.



The design and quality of "D. Peres Barrel Brand Cutlery" meet the complete approval of every prospective buyer, and go a long away toward increasing cutlery sales.
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Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg

MAXWELL'S FAVOURITE CHURN

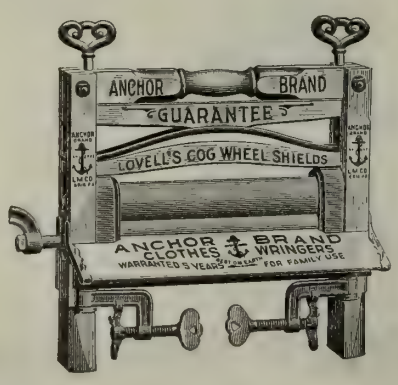
has been known and used for nearly twenty years and has given such thorough satisfaction that more "Favourites" are sold annually in Canada, than all other makes combined.

Barrel is of best imported oak, finished in natural wood, with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. The illustration shows the convenience of the combined hand and foot drive and the lightness and strength of the angle iron frame, made in either single or Bow lever.

You are at a disadvantage if you do not sell Maxwell's Favourite.



DAVID MAXWELL & SONS, St. Mary's, Ont.



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

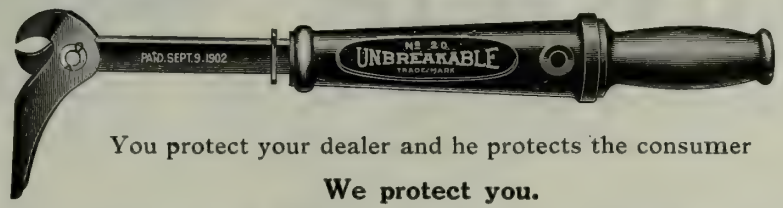
"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.
Erie, Pennsylvania

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



Write for circulars and prices.

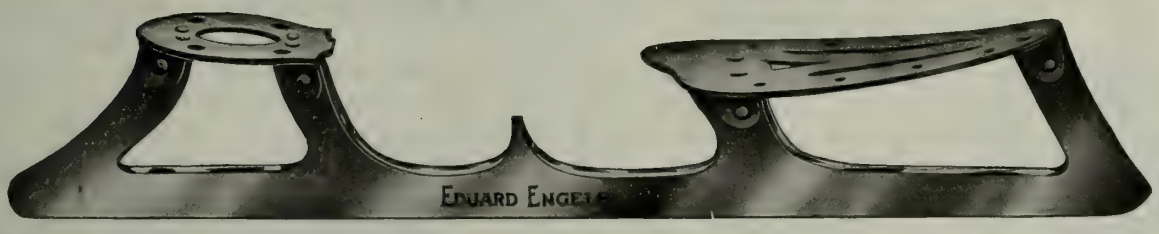
You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

ENGELS SKATES



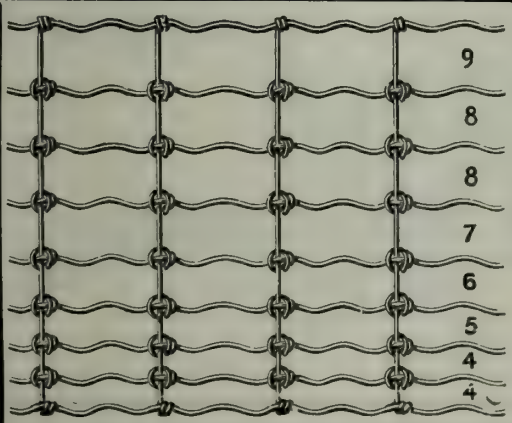
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Raised Steel **Strong Riveted Brackets**

Highest Quality and Finish

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To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

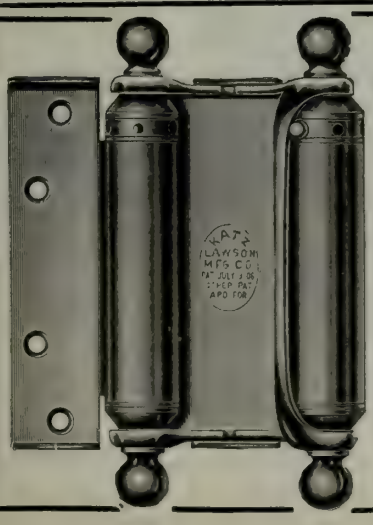
Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

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MONARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



TRADE MARK
"KATZ"

Reg. U. S. Pat. Office

Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

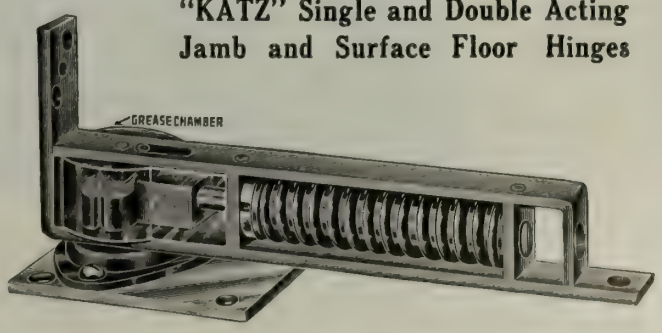
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215 W. Huron St.

New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



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UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

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Hangers and Fasteners



SIMPLE — easily applied — rust-proof — non-rattle — and practically unbreakable. Positively the best storm sash and screen hangers and fasteners you can buy. Send for samples — to-day. Hangers only, 10 cents retail; hangers and fasteners, 25 cents. Catalog and discounts sent on request.

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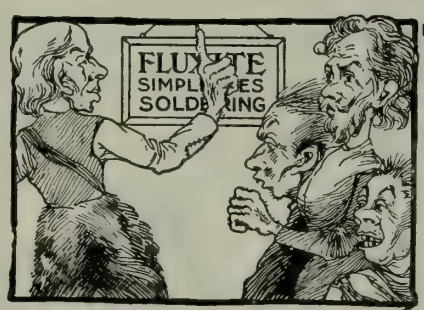
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Assures Quick Sales

No dust when sifting, very easy to handle, and made from the very best material

The cheapest ash sifter on the market. **Sold by all leading jobbers. Price $7.80 a dozen.**



Manufactured by
SOREN BROS.
Toronto, Canada



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anvone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

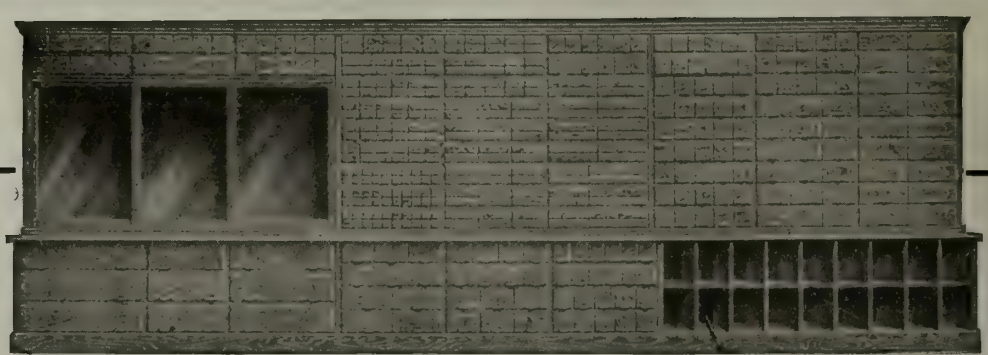
and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Amatite ROOFING

Why Practical Men Demand Amatite

ROOFING that needs paint every two years can't hold the market against Amatite—which needs no paint whatever.

Practical men know the great advantage of a roof that needs no painting. They know what a nuisance the painting is. They know how much it costs. They know how liable they are to neglect to paint their roofs at the proper time.

Painted roofings are waterproof only where the paint is. Amatite is waterproof all the way through.

Amatite is sold in the usual convenient rolls of 110 square feet with a smooth lap where the mineral surface is omitted, so as to secure a tight joint. Nails and cement are packed in the centre of each roll.

Free sample and booklet on request to the nearest office.



The Paterson Mfg. Co., Limited

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STEP LADDER CHAIR

A combination that costs but little more than the ordinary kitchen chair.

This is just what the housewife needs.
Makes a 3-ft. ladder or a handy chair.
It is strong and durable.
Made of select hardwood lumber, natural oil finish.
Pays most desirable profit.
Satisfaction guaranteed.
Write for catalog on Woodenware, Willow Ware, Brushes Wrapping Paper, Cordage and Twines.



Walter Woods & Co.

Hamilton and Winnipeg

Adjustable Scraper No. 81



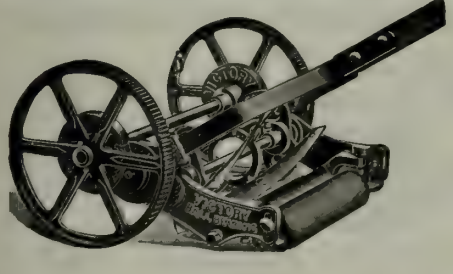
No. 81—10 in. long, weight 2¼ lbs. List Per Doz., $18.00. Packed one in a box.

Stanley Tools

This tool is meeting with considerable favor among Cabinet Makers and those requiring a Scraper for especially fine work.

It has a rosewood face, and the handles are raised to protect the user's hands. The body and handles are cast in one piece, and are handsomely nickel plated. The cutter is made of a high grade of steel.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

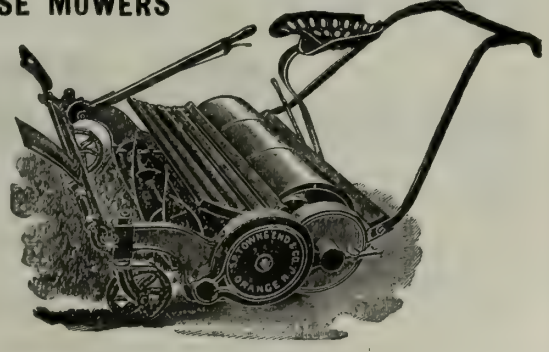


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HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
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BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

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The business of the world is conducted by individual men. The motive power that accumulates fortunes, stimulates enterprise and keeps the industrial machine well oiled for the grinding out of food supplies to the peoples of the earth, is assuredly in common parlance—brains. But brains differ in timbre. That is why a celebrated thinker said that the

Best Study of Mankind Was Man

In the current issue of MacLean's Magazine, the story of the Bordens—big men of both political parties in Canada, gives us studies of popular, successful and very human fellowmen These character and family sketches are contributing mightily towards the interests of the readers. In the December number look out for the racy account of the Fighting Denisons of Toronto, a family who would not settle in the Queen City when it was proposed that

Toronto Be Called Dublin

The Germans who have aided the Kaiser in making modern Germany what a magnificent machine it is, are well described by Frederic W. Wile, Berlin correspondent of the London Daily Mail. MacLean's has the copyright. Baliin, just out, is timely. He is even now trying to make the German Empire a partner in the Hamburg-American Steamship Line. Bebel, the Red Napoleon, will be described in December.

In Fiction, the best stories are appearing. A short story by Cody relates how a

Lawyer is Beaten by a Boy

In our new serial, Spanish Gold, by George A. Birmingham, there appears a humorous story that will set everyone agog.

If this is not enough, take a look in December at:—

—The New Scrooge.
—Millions From Waste.
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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

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THE BEST MADE

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Men and Pygmies

If you start out to accomplish some particular thing in life, to live up to some high or noble purpose, you will always be criticised by those who despise success, by those who despise all good, by those who can see nothing in other men but that which they find in themselves.

¶ This world contains many men who have no high and noble purpose in life, to whom the ideals and ideas of others are but chaff, to whom there is no such thing as genuineness of character or sincerity of purpose. These men test all things by their own barometer; they measure the minds of other men by their own insincerity.

¶ If we await the time when we will not be held up to ridicule before attempting to accomplish a thing worth while, then nothing will ever be done. There would be no books, no telephones, no dramas. Yet this is the penalty that originality must always pay—the penalty of being criticised, the penalty of being called insincere, the penalty of living under the accusation of having borrowed your ideas or having stolen your material.

¶ Shakespeare is accused of having stolen his plays—from whom, the accusers are not able to say; but the fact stands, there has been but one Shakespeare, but one Emerson, but one Confucius—but there have been millions of people to criticise, deride and accuse these men.

¶ If you start out to accomplish some particular thing in life there is always some one on your trail, some one who despises success, some one who envies and despises all good, who can see nothing in other men but that which he finds in himself. A man may spend a lifetime in the formation of character, in formulating the highest principle, in developing the best possible philosophy of life, yet all these things will be regarded as trash by those who are not in sympathy with you and who do not understand.

¶ To some men there is no virtue, no morality, no good, no purpose of high degree, and this is the type of man who sets out to bring all others down to his kind. Start out along a different path to let your natural, healthy desires lead you on to something higher and better, and the pygmies round about you will come to the roadside and attempt to call you back again—to remain a pygmy. They flatter you; they offer you sweetmeats and what not, that they may destroy you, that they may kill your initiative.

¶ If in your persistency you see ahead you are pursued with jeers, mockery and derision. Your "idea is old," your "thoughts are borrowed," your "purpose is not high," you are "not sincere," you do not "practise what you preach," your "thoughts and ideas are stolen from other men"—all the old familiar sayings, the trade accusations of gossipers, scandalmongers and bearers of empty tales.

¶ The fortunate part of it all is that this criticism, this derision, this mockery, this questioning of sincerity of purpose are the things that create strength and form character in the man who is derided and criticised. It teaches him to stand alone, and for this reason is the very source of strength. It assists him in the formation of character; it assists him to extend his wires of originality; it assists him to maintain an independent viewpoint of life; it assists him to understand that law of nature that commands an eagle to tear her nest of young ones from the crags and compel them to rely upon their own strength that they may learn to fly.

¶ And the moral is—If you would do something worth while, if you would give free rein to the divine in you, if you would use your moments and hours to some great purpose, be about your work and be on your way. If you hesitate, there are those who will quickly come to you that they may lull you back to the sleep of indifference. If you go on you will build strength, you will formulate character and find happiness out of the very plans others have made to pull you down.

Efficiency

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Those Who Know

Cane's Washboards

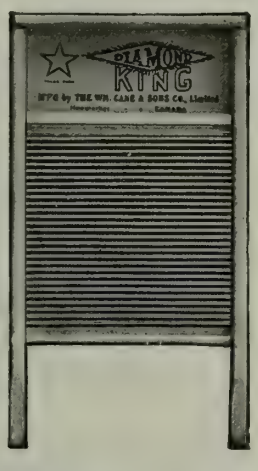
Always Specify Them

Because They are Right in Price and Give the Best Service

Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.





WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.



12,000 Daisy Churns

were sold in Canada during the past 12 months. The Daisy Churn is popular everywhere. There is a demand for it all around your town. The farmer's wife will not put up with old-fashioned dash-churn. She must have something cleaner and easier. That's why she always asks for the

Daisy Churn

Formerly made by Wortman & Ward Co. of London and Winnipeg

Its many advantages make it a ready seller. The barrel turns on bicycle ball bearings and is easily operated by bow-lever or foot treadle. Every barrel is hand-turned to insure an even thickness of stave from top to bottom—no danger of staves breaking. The frame is compact and is thus out of the operator's way.

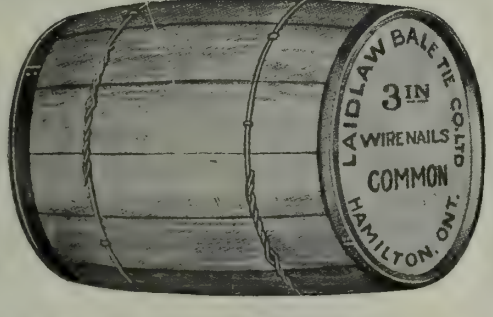
You should have our illustrated Catalogue No. 20 fully describing the Daisy. Drop us a post card for your copy to-day.

Beatty Bros., Limited

Fergus, Ont.

Western Branch, Winnipeg, Man.

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WIRE NAILS

OF SUPERIOR QUALITY
CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

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Our No. 19—Illustrating BT Pumps, formerly made by Wortman & Ward.

Either or both sent free for your name and address on a Post Card

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More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

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STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial profi.

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Tools Stamped with the Buck's Head

Admitted duty free when used for educational work in Manual Training Schools



A full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools.

The most complete assortment of Carving Tools to be found in the United States.

Send for our Catalogue.

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Millbury, - - Mass., U.S.A.

Tools for Manual Training Schools

It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

Robt. Sorby & Sons, Ltd. Make



and Geo.H.Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

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Why buy the "Near" Brand when the "Best" is Procurable?

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GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

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EFFECTIVE-ECONOMIC.
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There is big profit for you in our

Sample Assortment
Of Leading Sellers

For particulars write Sales Dept.

Hamilton Whip Co.

119-121-123 Mary St. HAMILTON, Can.

THE AYLMER STOCK AND TOWN PUMP

Extra Heavy Set-Length Reversible Spout
Six-Inch Stroke



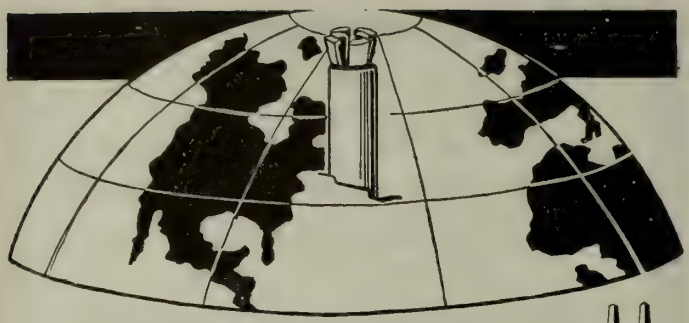
This pump is designed to meet a demand for use with cylinders of large capacity.

In wells not over twenty feet it has an easy capacity of over a barrel a minute when fitted with 5 or 6-inch cylinders. When used in tubular wells, the buckets can be withdrawn through the top, same as illustrated by Fig. 41, Page 34, of our catalogue Number 14, and for stock, town or factory purposes we cannot recommend it too highly.

WRITE FOR OUR
BIG FREE CATALOGUE

The Aylmer Pump & Scale Co., Limited

AYLMER, ONTARIO



THE WORLD IS DIVIDED

on many questions, but amongst mechanics there is no question as to the essential superiority of our

Telescope Extension Bit Holder No. 6

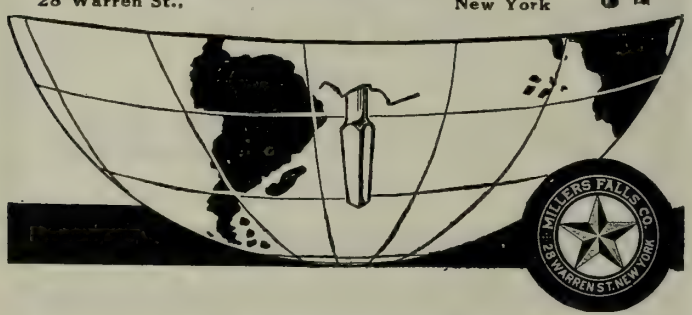


Has just that combination of lightness and strength necessary for boring extra long holes. Extends to 24 inches, and is rigid right up to the limit. Follows bits ⅝ in. and larger right into their bores, and has an absolutely reliable chuck.

The "telescope" construction makes this a most convenient bit holder to carry.

Write for prices and complete Catalog.

MILLERS FALLS COMPANY,
28 Warren St., New York





NATIONAL STEEL RIM LOCK

The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

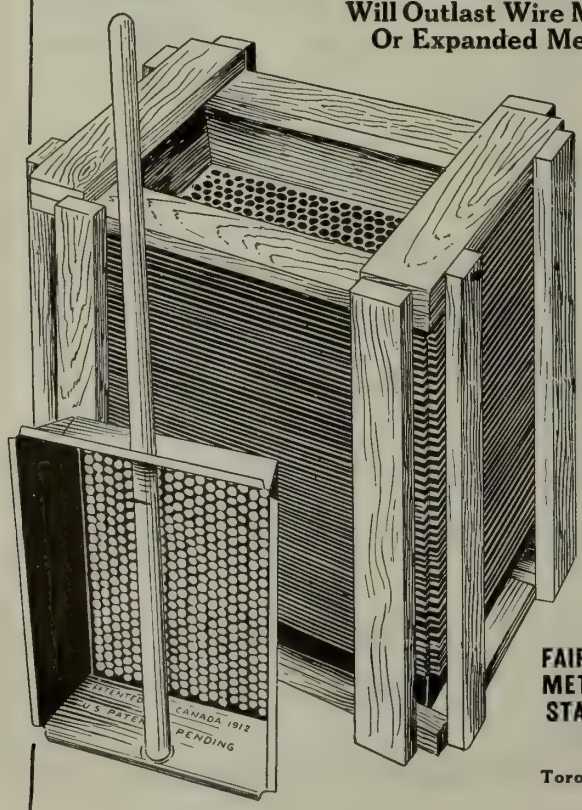
The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.
Orillia, Ontario, Can.



Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.

One Piece.

See your Jobber.

Good Profit.

FAIRGRIEVE METAL & STAMPING CO.

Toronto, Ont.

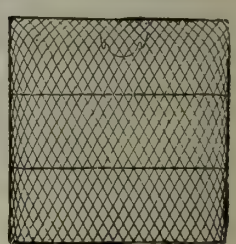
We are headquarters for

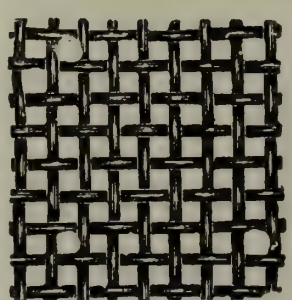
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of **Double Crimped Wire Cloth and Wire Screening** for all purposes.

Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

REPRESENTATIVES:

Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

A Bigger Lamp Business



No. 5056
Dec. B

You can do a better, more profitable business with Pilabrasgo Lamps than with any other, because they are of higher efficiency and finer beauty. They are made for every possible purpose, and in many styles. Every Pilabrasgo lamp is equipped with the patented "Success" burner, known to almost every merchant in Canada as the most efficient burner made. The long winter evenings are here, demanding light. Satisfy that demand with the perfect lamps—Pilabrasgo.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road, London, Ontario.

PILABRASGO

R. E. Davis Representative

"Bristol"

TRADE MARK REG! U.S. PAT. OFF.

Steel Fishing Rods

give you a **liberal margin of profit** and **sell easily,** because your customers know about them through our extensive magazine advertising.

"BRISTOL" No. 28 is the new light Bait Casting Rod—about 5 oz., locking reel band; three improved casting guides; special light-offset agate casting tip. In 5 and 5½ foot lengths only. Each $7.50, subject to your usual discounts.

"BRISTOL" No. 29 is the new light Fly Rod—about 5½ oz. The lightest steel fly rod made. Snake guides, locking reel band. Each $6.50—subject to your usual discounts.

Did you get one of the "BRISTOL" Rod Stands FREE? If not, write for our Rod Stand Proposition. Also send for

New Art Catalog--Free

HORTON MFG. CO.

170 Horton St., BRISTOL, CONN.

KLEIN TOOLS ESTD 1857

Over 25 Years Faithful Service in the Making of Klein's Tools.

WE have more than one man in our factory who has been with us that long—several much longer. Some of them have their sons with us. So after all the making of Klein tools is a very interesting story. The faithful service rendered by our employes; the sentiment they have for our company; the high regard we have for them, is all reflected in the superior grade of tools produced. That is why the demand for Klein tools is world-wide—and why Klein tools have a reputation for giving very satisfactory service. You can tell a Klein tool by its imprint.

When you buy linemen's tools, let them be Klein's.

Mathias Klein & Sons
Canal Station 77
Chicago, Illinois

Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

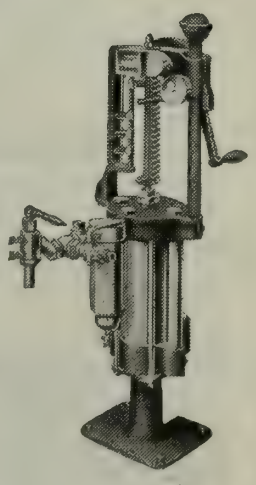
It will discharge 1 gallon with 4¼ turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

The Steel Trough & Machine Co.

Limited

TWEED, ONTARIO

BROOKS & COOPER,

Corporate Mark.

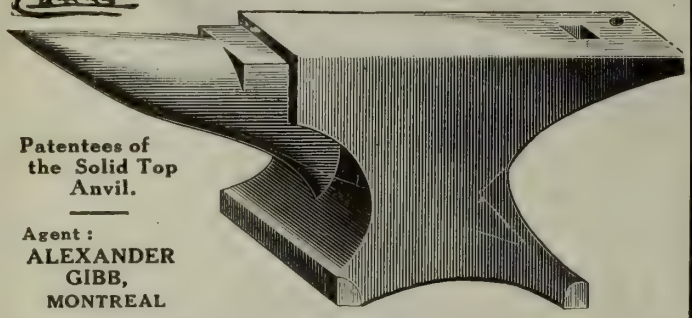
Mousehole Forge

Sheffield.

Trade Mark.

M. & H. ARMITAGE MOUSE HOLE FORGE.





Patentees of the Solid Top Anvil.

Agent: ALEXANDER GIBB, MONTREAL

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

For Sale by

Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

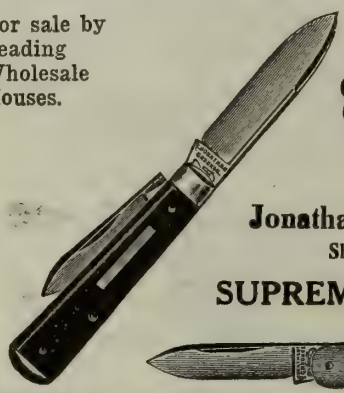


Particulars on Request.

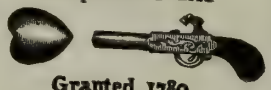
Manufactured only by

J. SAMUELS **TORONTO, ONT.**

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

Sheffield, England

SUPREME CUTLERY



JOSEPH RODGERS & SONS

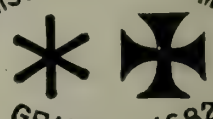
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL



It costs money to right a wrong.

WHY NOT USE

ARCTIC METAL

in your bearings and have no wrong to right.

Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

The Polish Discovery—the wonderful

Bon Ton

cream metal polish



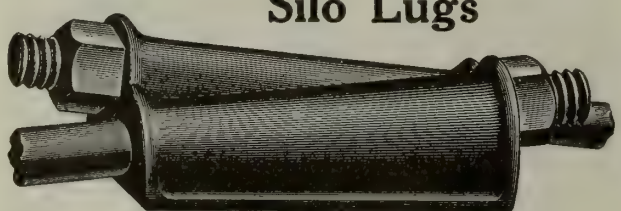
——Remains in solution—**no sediment.**
——Polishes in **half** the time.
——Contains **no** acids or injurious chemicals.
——**Greater profits to merchants.**

¼-pints, 85c doz. Counter Display Boxes. ½-pints, $1.50 doz. ½-gals., $7.20 doz. Pints, $2.50 doz. Gallons, $12.00 doz. Quarts, $4.00 doz. Central Canada Prices.

Polish Sales **Multiply** with Bon Ton.

Used by Grand Trunk Railway Co., Toronto Railway Co., Northern Navigation Co., the Bank of Montreal, and hundreds of large users across Canada.

Silo Lugs

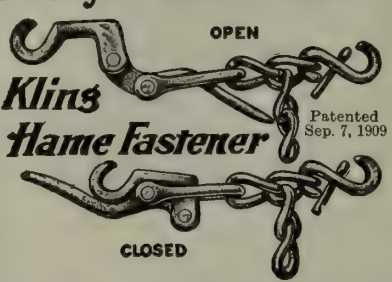


Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular.

Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener

D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.

Canadian Distributing Agents.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

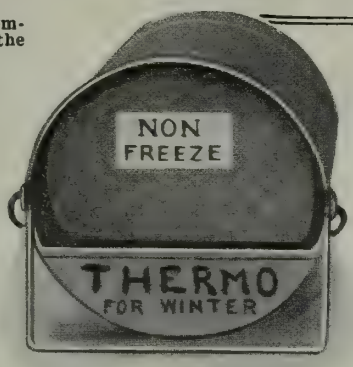
Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS



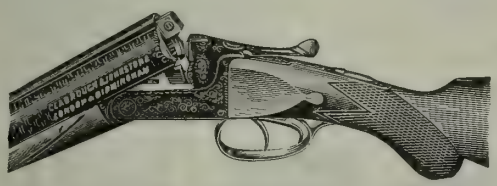
The Bear Brand is the only Germantown Lampblac

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



CLABROUGH GUNS

Are Selling Well In Canada.
Made in Birmingham, England by
J. P. CLABROUGH & JOHNSTONE.

WHOLESALE CANADIAN AGENTS:

STACEY CUTLERY CO., Ltd.

ST. THOMAS, Ont.

List on application, or Representative will call.

SILO RODS

COUPLINGS, DOWEL PINS, CONSTRUCTION BOLTS, and DRIFT SPIKES

Prompt Shipments



LONDON, CANADA

Natural Gas Goods

of every description

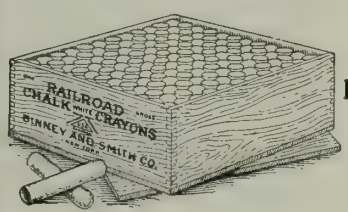
at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street NEW YORK

When in the market for good, yet reasonably priced cutlery, particularly

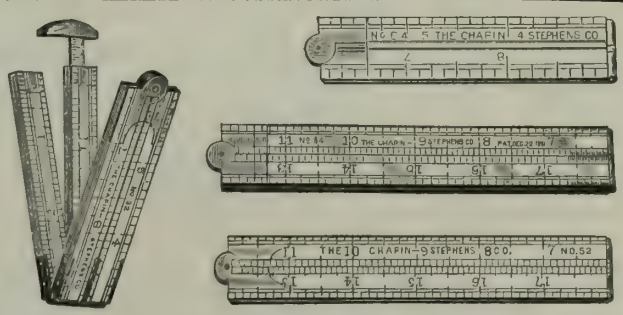
Table and Butchers' Knives

investigate the lines made by G. Perkinton, 113 Broad Lane, Sheffield, England.

For prices and samples apply to our sole agents (to the wholesale only).

Godfrey S. Pelton & Son

203 St. Nicholas Bldg., Montreal



Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No HOT BOXES
NON FIBROUS RAIL FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS



OAKEY'S
The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

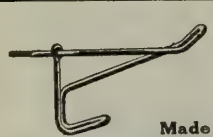
Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

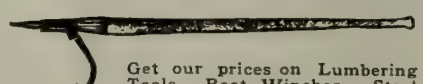
Great Improvements
—IN—
HAMMERS



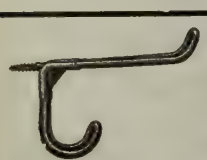
ONCE USED, ALWAYS USED.



Ask your dealer for
GOLD COIN WIRE HAT and COAT HOOKS
Made only by
JAMES & REID, Perth, Ont.

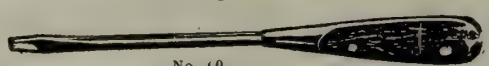


Get our prices on Lumbering Tools - Boat Winches - Steel Stamping Hammers etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



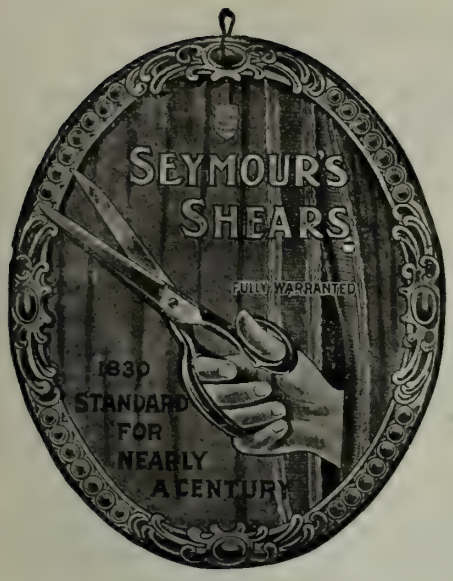
HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors
SELF SELLERS.
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

5½ Toronto Street, Toronto. — 52 Canada Life Bldg., Montreal.

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks

PUMPS

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE

The smoothest and most pliable made

Wire Nails, Oiled Spring Barb and Plain Fence Wire, Oiled and Annealed Clothes Line Wire Saples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.



Pat. Nov. 10, 1908

BUILT IN TWO SIZES
Standard (14 Quart Pail)
Janitor (22 Quart Pail)

Trade Mark

The Bulldog MOP WRINGER AND BUCKET COMBINED

The Best Proposition, from every point of view, on the market to-day.

Cedar Pails, Malleable Castings, Maple Rolls and Springs of No. 7 Steel Wire.

Great pressure is obtained by our DOUBLE LEVERS. Tested and approved by the Good Housekeeping Institute conducted by Good Housekeeping Magazine.

Manufactured by — **Sold by Jobbers**

The Bushnell Novelty Co., Mansfield, Ohio, U.S.A.

WRITE US (we do no travelling) and we will be pleased to quote you prices.

LONDON

High Grade

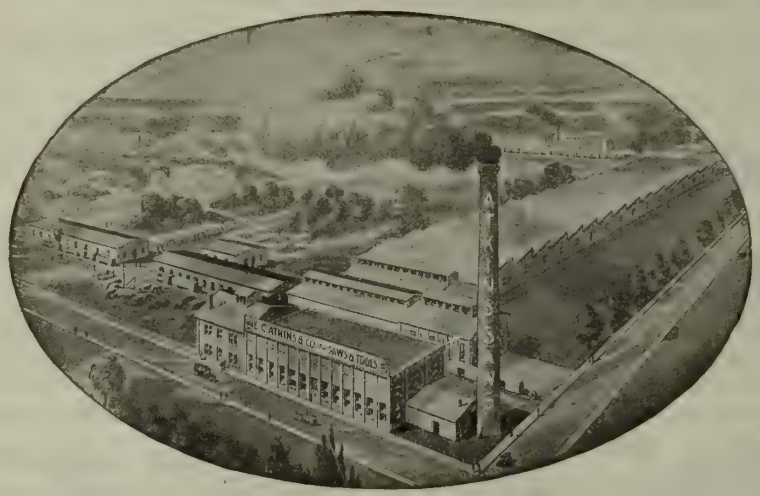
Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba—Bissett & Loucks, Limited, Winnipeg
British Columbia—McPherson & Teetzel, Vancouver.

BAR IRON

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

ACME

BOX STRAPPING

STRONG AND SHIPMENTS 300 FT. IN A COIL



PROTECTS YOUR AGAINST THEFT. 20 COILS to a CASE

ACME EMBOSSED STRAPPING IS MADE OF ROLLED STEEL AND HIGHLY JAPANNED.

COILHOLDER SUPPLIED WITH EACH COIL.

ACME BOX STRAPS ARE MADE OF ROLLED STEEL WITH EXTRA HARDENED PRONGS.

WILL HOLD  ANY-THING

No. 7 BOX STRAP

FOR PARTICULARS WRITE

J. E. BEAUCHAMP & CO.

133 CORISTINE BLDG. - MONTREAL

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

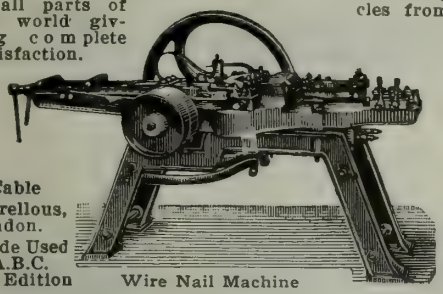
The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

ED. BRAND Machinery for

Specialist in the Wire Trade for 15 years
96, Victoria Street, Westminster S.W. London, Eng.
(Late of Manchester.)

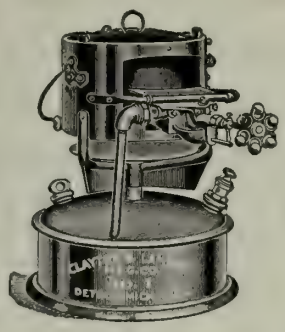
Plants working in all parts of the world giving complete satisfaction.

Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing
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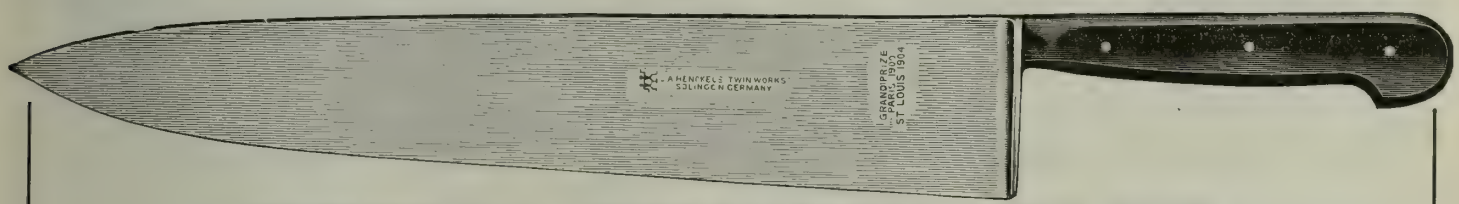
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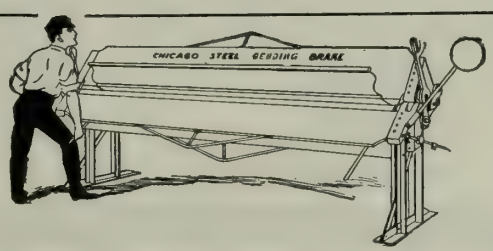
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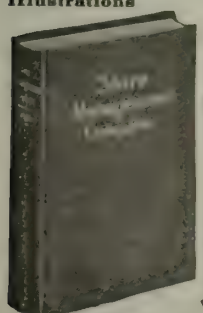
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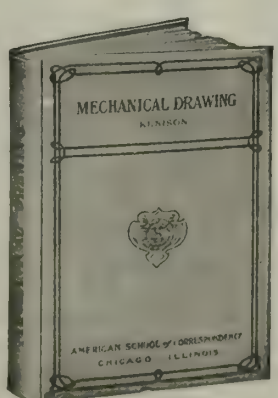
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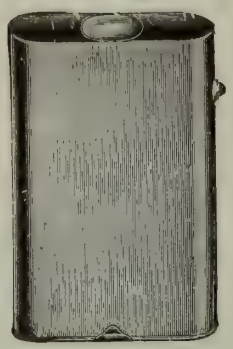
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The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.

Expansion Bolts.
Star Expansion Bolt Co. New York.

Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.

Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Flint Paper.
Jno. Oakey & Sons, Ltd., London,

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.

Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.

Forgings.
Steel Co. of Canada, Ltd. Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co. Toronto

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
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A. Ramsay & Son, Montreal.
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Glass, Ornamental.
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Glass, Sheet and Figured.
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Winnipeg Paint & Glass Co., Winnipeg.

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Montreal Hardware Co., Montreal.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

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Whitman & Barnes Mfg. Co., St. Catharines.
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Can. Buffalo Sled Co. Preston.
Stratford Mfg. Co., Stratford.

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F E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

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L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co. New Britain.

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Hamilton Stove & Heater Co., Hamilton.

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P. & F. Corbin, New Britain, Conn.
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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
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Kuhne Anderton Co., Port Hope, Ont.

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Ed. Preston & Sons, Birmingham, Stanley Rule & Level Co. New Britain, Goodell-Pratt Co., Greenfield, Mass.
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Alcanzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, R. S. H. & Co., Montreal

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Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
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Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

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The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Limited, Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Limited, Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

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Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T. Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

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Brandram Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Montreal.
Gidden Varnish Co., Toronto.
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International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
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Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
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Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint and Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Perforated Sheet Metals.
Canada Wire and Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardsin, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

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Buck Bros., Milbury, Mass.

Planes.
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Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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Jas. Smart Mfg. Co., Brockville.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Simmons Hdw. Co., St. Louis, Mo.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

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Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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International Color & Chemical Co., Bridgeburg.

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Registers.
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Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
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Revolvers.
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Roofing.
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General Roofing Co., Winnipeg, Man.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
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Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
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Rope Cutters.
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Rules and Gauges.
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Screw Driver Bits.
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Steel Co. of Canada, Hamilton.

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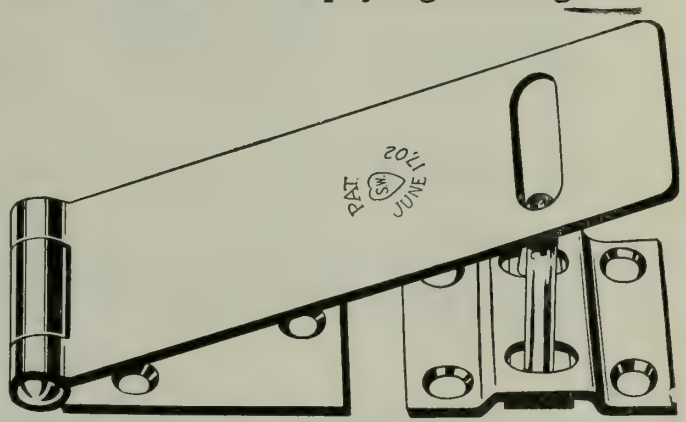
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

TRADE S.W. MARK

This trade Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7 inch—The 7 inch being extra, heavy and strong. Plain Steel, Japan Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

CLASSIFIED INDEX, CONTINUED FROM PRECEDING PAGES

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Can. Buffalo Sled Co., Preston.

Snips
Peck, Stow & Wilcox Co., Cleveland.

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McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.

Sporting Goods.
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Lewis Bros., Ltd., Montreal.

Sprayers.
Cavers Bros., Galt, Ont.
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The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Springs.
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Henderson & Richardson, Montreal.

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Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stains
A. Ramsay & Son Co., Montreal.

Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
Berry Bros., Walkerville.
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G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Stampings (or Metal Stampings)
Frank Mossberg Co., Attleboro, Mass.

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B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Morris & Bailey Steel Co., Pittsburg.

Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.

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Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
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E. T. Wright Co., Ltd., Hamilton.

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Stocks and Dies.
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Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
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McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Stoves, Gas.
McClary Mfg. Co., London, Ont.

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Parker, Whyte, Ltd., Winnipeg.

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Butterfield & Co., Rock Island, Que.

Tacks.
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A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.

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The Goodell-Pratt Co. Greenfield, Mass.
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Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Peck, Stow & Wilcox Co., Cleveland.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.

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Brown-Boggs Co., Hamilton.

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Richards-Wilcox Mfg. Co. London, Ont.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

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Aylmer Pump & Scale Co., Aylmer.

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Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co. Toronto
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Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Brantford Oven & Rack Co., Brantford.
Metallic Roofing Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

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Henderson & Richardson, Montreal.

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Henderson & Richardson, Montreal.
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Dominion Well Supply Co., Cargill

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Wire Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton

Wire, Iron, Steel, Brass and Copper.
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Henderson & Richardson, Montreal.
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P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

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P. L. Robertson Co., Milton.

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Andrew Wire Works, Watford, Ont.

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Wire Springs.
B. Greening Wire Co., Ltd., Hamilton
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Bemis & Call Hdwe. & Tool Co., Springfield, Mass.

Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

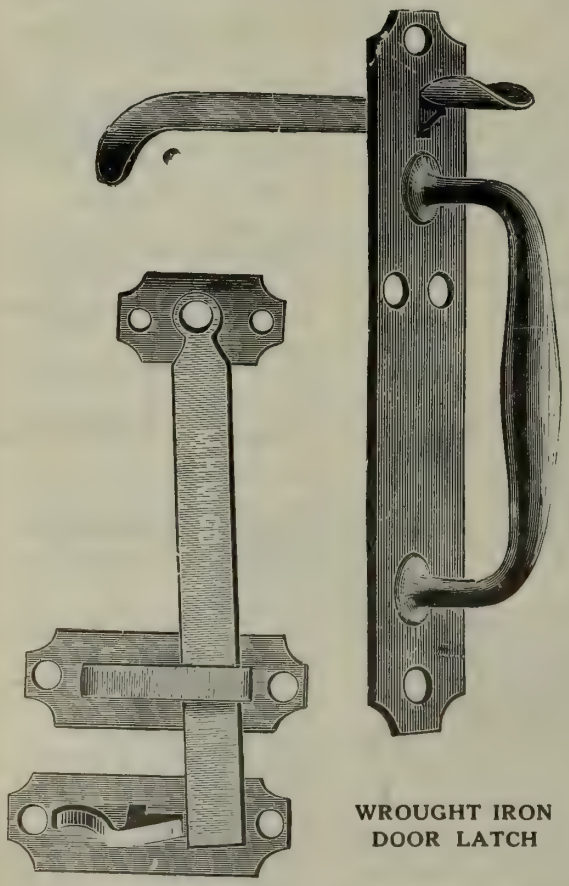
"On another occasion I wounded a bull bison with the Explora and he got away to a hill about 600 yards away without giving me a good shot at him, owing to the jungle being extremely dense. Luckily, I happened to have my Ross with me and put two bullets into him as he got to the top of the hill and knocked him over. The range was certainly nothing under 600 yards.

"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

Discounts on Application.

Ross Rifle Company, - Quebec



WROUGHT IRON DOOR LATCH

If Quality and Good Value Count—We Want You to See Our Line—

Goods bearing the M.H. brand are made of the best materials in the latest patterns. The finish of the M.H. line cannot be improved upon.

Have you a copy of our catalog?

If not drop us a post card. You should have it for reference.

Montreal Hardware Mfg. Co., Limited

Montreal





The ERIE Line

Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub., ft., 10 cub. ft.
Side or end dump. Barrows made the correct way.
Let us have your enquiries.

MANUFACTURED BY

Erie Iron Works, Limited St. Thomas, Ont.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

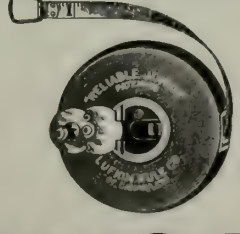
GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

It is a great attainment in this day of enterprise and competition to be the representative house in the manufacture of any line of goods.



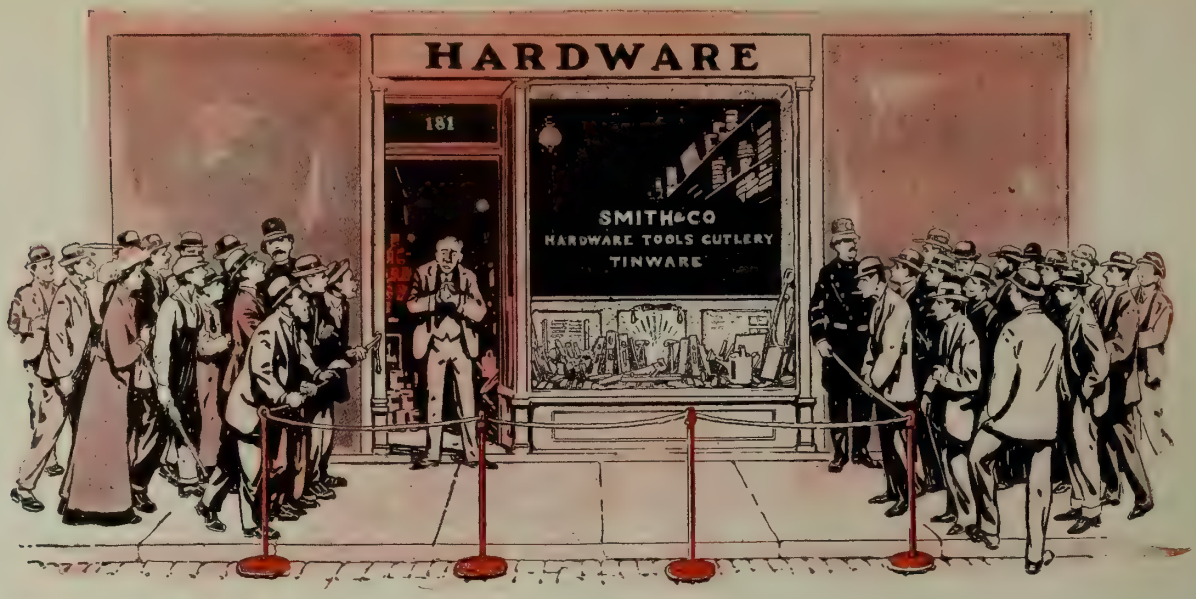
It means not merely that the goods produced are the best of their kind, but that they have been consistently advertised and are widely and favorably known.

LUFKIN RULES and MEASURING TAPES

HAVE FOR YEARS BEEN LEADERS OF THE FIELD

Because they have ever been found accurate, durable and reliable, and are Canadian made, they have always sold well. Get a Catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



IF the police roped off your store so that your customers couldn't get to you—you'd kick.

We make traps—partly for you, of course, but primarily for the trapper—and your cash register clicks when these traps leave your store and go to him.

BUT—some years they don't go. You have roped the trapper off from your store and from us by failing to buy traps early. You haven't enough traps to supply him. It takes a long time to get more. The season is short and *the trapper can't get traps when he needs them.* Then he kicks—sometimes to you, sometimes to us.

It hurts to be kicked.

So this year we ask a favor of you—to stock traps early so the trapper can get all he needs and won't kick—us.

ONEIDA COMMUNITY, Ltd.
Niagara Falls, Ont.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 45

November 8, 1913

Ask questions

THAT'S what our Information Bureau is for—to answer your questions. It costs us many thousand dollars a year—but the answers cost you nothing.

When your customers want to know something about concrete—when they want assistance in figuring out the proportions for a silo, or a walk or even a horse-block, and you can't supply the answer "off-hand"—just pass the query on to us—it will be answered fully and promptly.

This Information service is one of the helps that goes with the sale of

CANADA Portland CEMENT

Our interest in the sale of Canada Cement doesn't stop when the cement is sold to you. We do not consider it **sold** until your customer has mixed it properly into good concrete, and has used it in the manner that will give him the greatest profit and satisfaction.

Canada Cement is one of the best-advertised products in Canada. You can make it the **best-paying** line you handle.

And one way to do this is to call upon our Information Bureau every time a customer wants help.

Address all inquiries to

Information Bureau

Canada Cement Company Limited

Herald Building Montreal

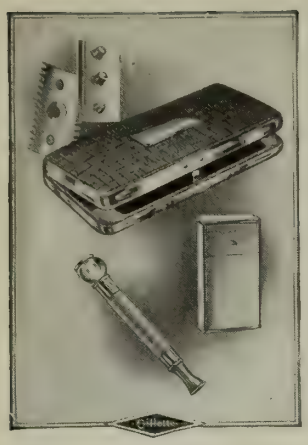


SALES OFFICES AT

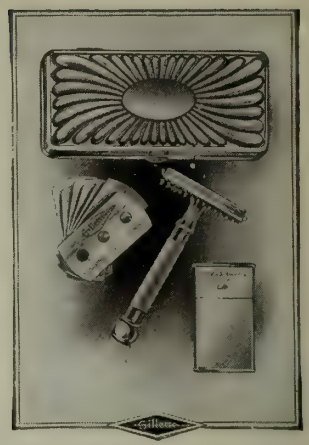
Montreal
Toronto
Winnipeg
Calgary

Order Cement from Nearest Sales Office

Push the Gillette for Christmas



No. 501—Pocket Edition
Basket Pattern—Sells at $5.00



No. 502—Pocket Edition
Shell Pattern—Sells at $5.00

Make the most of your opportunities for Christmas sales of Gillettes by showing a comprehensive assortment like this:—

1—No. 501—Pocket Edition, Basket Pattern, Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 502—Pocket Edition, Shell Pattern, Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 460—Standard Set, Seal Grain, Leather Case, Triple Silver Plated Razor. To sell at $5.00

1—No. 460B—Standard Set, Nickel Plated Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 00—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Seal Grain Leather Case. To sell at $7.50

1—No. 461—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Morocco Grain Leather Case. To sell at $6.50

1—Carton containing 10 Sets of 12 Blades, to sell, per set, at $1.00

1—Carton containing 20 Sets of 6 Blades, to sell, per set, at..... $ .50



No. 460—Standard Set.
Leather Case—Sells at $5.00.



No. 460B—Standard Set.
Metal Case—"Indestructible."
Sells at $5.00.

With a representative of each Gillette type on display, and our folder listing the variations in finish of razors and cases, you can give customers a clear idea of any of our three dozen and more styles. Should they select Sets you haven't in stock, write or wire your order and we will make a point of filling it **at once.**



No. 00—Combination Set.
Leather Case—Sells at $7.50.

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
The New Gillette Building, Montreal



No. 461—Combination Set.
Leather Case—Sells at $6.50.

It will pull profits for you.



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



IMPROVED "QUICKER YET" WASHER
STARTS EASY
OPERATES EASY
ACCOMPLISHES GREAT RESULTS

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

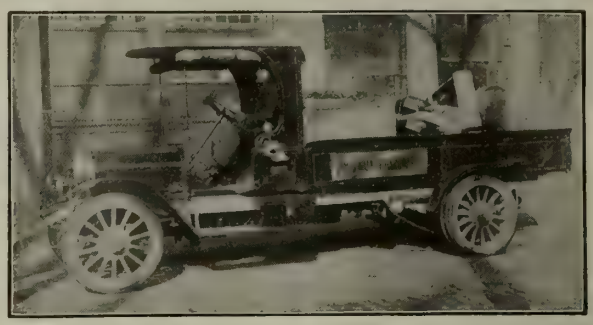
Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

THE S.M.P. Royal Tea and Coffee Pots

NICKEL PLATED, OF ATTRACTIVE DESIGN, HANDSOMELY FINISHED, HEAVILY NICKELED, WITH ENAMELED WOOD HANDLES



Prices on Application



Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed Separately in cardboard boxes **Put up 1 dozen in a case**

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

YOU TAKE NO RISK

We Guarantee
A Saving of 25 per cent. of the Fuel Bill wherever the

ARNOLD AUTOMATIC DAMPER

is installed on Stove or Furnace

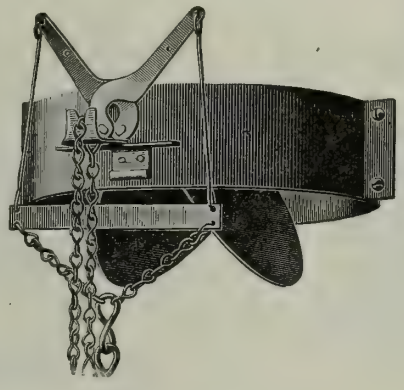
Heat causes a draft up a Stove or Furnace pipe, and the velocity of the draft increases as the heat increases. **It is the power of the draft that operates the Arnold Damper.** By a simple adjustment of the chain the Damper can be set for any desired fire, and when the fire reaches the degree of heat desired the Damper will close just enough to keep the fire steady at that point.

By the use of the Arnold Damper one is able to light a fire and go away from it, leaving the damper to turn itself when the desired fire is obtained.



Stove Damper—open
Pipe Sizes 5, 5½, 6 and 7-inch.

The Damper will open when the fire begins to go down, thus creating the draft necessary to bring it back to the desired heating strength.



Furnace Damper—open
Pipe Sizes 7, 8, and 9-inch.

Prevents overheating, prevents burning out of flues, prolongs the life of stoves.

It provides a low uniform heat for spring and fall and a high degree of heat for winter.

The Arnold Damper can be Easily and Quickly installed between the joints of the Smoke Pipe any distance from the Stove or Furnace — usually between the first and second joints.

With the Arnold Damper one has the satisfaction of knowing that the fire is under control day or night, better than one could control it by the bother of constant attention.

It doesn't have to be turned on and off. It doesn't have to be touched at all. It takes care of itself, takes care of your comfort, and takes care of your fuel.

It is just as effective when burning, wood, straw, hard or soft coal.
There are no spring or batteries about this damper.

WE WANT YOU TO TAKE HOLD OF THIS DAMPER

It is a Practical Thing. It is a Seller. It is a Money-Maker.

THE PRICE IS NOTHING TO WHAT IT SAVES

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

The
STEEL COMPANY OF CANADA LIMITED
Hamilton

WOOD SCREWS



Bright Brass Bronze

Blued, Brassed, Bronzed, Nickel Plated,
Silver Plated, Tinned, Coppered,
and Japanned.

DRIVE SCREWS.



Prompt Shipments

assured from our complete stock which
we now have.

We solicit your RUSH ORDERS.

SALES OFFICES:

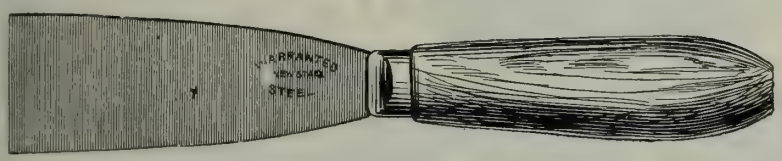
HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

It's Your Move——

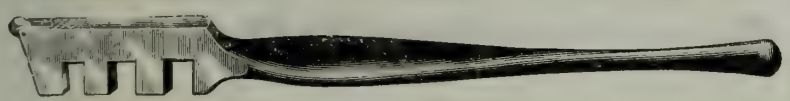
The Makers of "Red Devil" TOOLS

Have spent years in time and experience in perfecting the most popular line of tools on the market—it's up to you to see that your customers get the benefit of this experience.

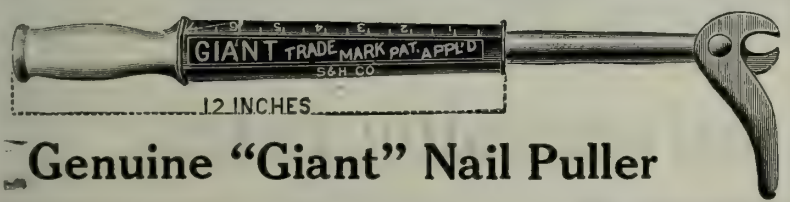
A few of the "Red Devil" Family



Red Devil Putty Knives 460



Red Devil Glass Cutters 024



Genuine "Giant" Nail Puller



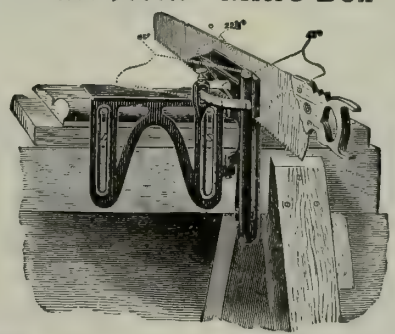
Red Devil Screw Drivers



Red Devil Grinders

4-5-6-7 inch

Red Devil Mitre Box



Use any saw. Fits tool box.
Cuts any angle of mitre

Smith Hardware Co., Limited

MONTREAL

a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

here is our offer to you:

We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

write us for advertising rates

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

The Tools That are Sellers



Axes, Chisels, Hammers, Adzes, Lumbering Tools, Etc.

Highest Grade Material



First Class Workmanship



We use the **Best English Steel** suitable for each tool, and we employ men of long experience. Any tools that prove defective in material or workmanship will be replaced free of charge. **You should see our complete line — ask for catalog.**

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

A HANGER THAT SELLS ON SIGHT

The Hatch Trolley Hanger



The Hatch

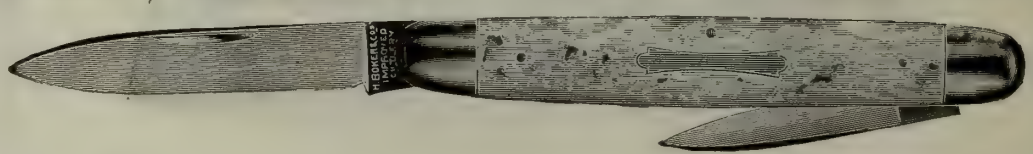
For good service—reliability—strength and appearance, the Hatch Hanger leads all others. The price is low, but it enables the dealer to make a good profit, and guarantees his customer the best results.

Packed 1 pair in a box with screws and bolts.

Canada Steel Goods Company, Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges.

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery

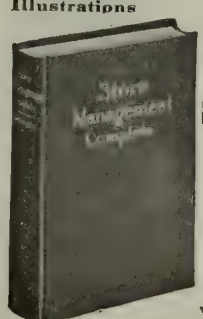


Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Starrett

Are You Getting the Big Sales?

Somewhere in the neighborhood of your store there is a machine shop —may be several. They may be manufactories, jobbing shops, or only repair shops of some big factory. These shops must supply their men with hack saws, big micrometers, the larger vernier micrometers, caliper-squares, and many special gages.

If you have not a grasp on the trade of these shops, it's time you went after it because sales on these big instruments and on hack saws in quantities are profitable. But don't forget to mention the fact that you carry

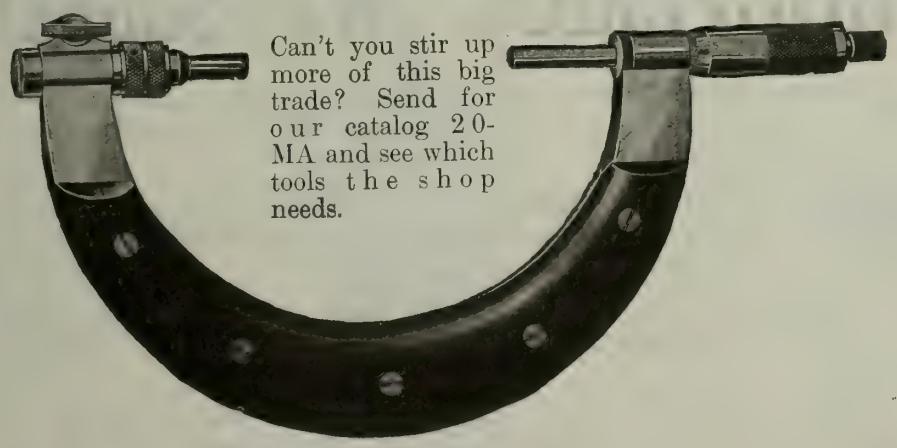
Starrett Tools

because every shop foreman and superintendent knows them to be

The Standard Instruments of Precision

We are telling our story of accuracy and service to these men in all the best mechanical papers, and we know our tools will back you on every sale.

Selling the big tools to the management also sets a good example for the men. They respect the judgment of the purchasing agent and if possible, buy where he does.



Can't you stir up more of this big trade? Send for our catalog 20-MA and see which tools the shop needs.

The L. S. Starrett Company

Athol, Massachusetts

42-221

The World's Greatest Tool Makers

WOODWORKING MACHINERY

High speed, heavy duty and grit and dust make this class of machinery very trying on Babbitt Metals We have many similar letters.

POUK MANUFACTURING COMPANY,
Chicago, Ill., Oct. 13th, 1910.

Gentlemen:—

I am using Magnolia for years for high speed Machinery—such as shaper bearings, 5,700 R.P.M. Have tried several other babbitts, but obtained best results with Magnolia.

If it comes to lining heavy loose pulleys and bearings for heavy shafts it is the one that lasts.

Respectfully,
F. A. SAWITZKE, Engr.

J. J. McGILLIVRAY, Sash Doors and Mouldings,
Black River Falls, Wis., March 31st, 1911.

Gentlemen:—

I desire to state that all the bearings of this Sash and Door Factory are lined with Magnolia. One planer has not been rebabbitted in **Fifteen years**, and is in good condition to-day.

I always make it a point not to overheat the babbitt and stir thoroughly before pouring.

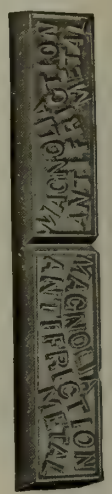
J. C. JOHNSON, Supt.

MARSHFIELD STAVE COMPANY,
Marshfield, Wis., April 4th, 1911.

Gentlemen:—

All bearings in this Factory are lined with Magnolia Metal. We have found it superior to all other metals for our plant; one planer running 3,000 R. P. M. or more has not been rebabbitted for several years.

Yours truly,
MARSHFIELD STAVE COMPANY,
Frank Mertle.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

"SHOUPERIOR" Way Simplifies

Shouperior Registers will handle your Sales, Orders, Receiving, Invoicing, Charge Accounts or Shipping with absolute accuracy and safety.

"SHOUPERIOR" methods economize, harmonize, increase efficiency, minimize waste, reduce labor and eliminate errors in over 200,000 businesses.

Let "SHOUPERIOR" handle your sales. Our Bureau of Co-operation, Systems and Design will gladly plan a System for you, free.

Remember, you cannot spend a dollar with us unless it is evident you will be benefited. Ask for Subject 9, form C2.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED
10 ST. PETER STREET - - MONTREAL

Don't Your Customers Enjoy Good Tea?

Wouldn't it pay you to put in a stock of "Universal" Tea Ball Tea Pots and then with the use of our free advertising mediums such as Show Cards — Lantern Slides—Circulars and Newspaper Ads. tell them:—

Why Tea made with the "Universal" Tea Ball is always the Best?
Why it is possible to have the last cup the same strength as the first?
Why the injurious tannin is not found in "Universal" Tea?
Why Tea that is Boiled in the Old way is inferior to the "Universal"?

Then show them these UNIVERSAL Tea Ball Tea Pots and Samovars in a Window Display.

Isn't This a Holiday Suggestion Worth While?



Capacity 6 cups. No. 200, $3.00.



Capacity 6 cups. No. 400, $3.50.

ALUMINUM TEA BALL TEA POTS

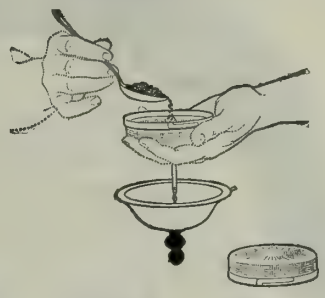


Capacity 6 cups.
No. 300C, Polished Copper, $6.50.
No. 300N, Nickel Plated, $6.50.
No. 300S, Silver Plated, $8.00.

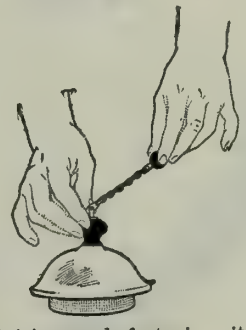


Capacity 6 cups.
No. 606 Copper or Nickel. $11.25. Silver, $12.75.

The "Universal" Method of Making Tea



Filling Tea Ball.



Raising and fastening it in cover.



Lowering Tea Ball into freshly boiled water.



Perfect tea, ready to serve. Note that the Tea Ball is entirely above the liquid.

(The demonstration above is shown with the No. 100 Pattern.

Made of Copper.
Capacity 6 cups.

No. 100C, Polished Copper, $6.50.
No. 100N, Nickel Plated, $6.50.
No. 100S, Silver Plated, $8.00.

Your Jobber will be glad to furnish you with prices, if not, write direct to us.

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

Nearly 100% Profit In this Quick Seller



Live wire dealers all over the Dominion are stocking up with J-M Phoenix Stove Lining because its advantages are so numerous and evident that it sells on sight. **And** not only is it a **quick seller,** but there is nearly **100% profit** in handling it.

JM Phoenix Stove Lining

"A LINING THAT FITS ANY STOVE"

This lining is a perfect substitute for and a great improvement on the old style fire-brick. It is applied like mortar—quickly, easily, cheaply—and readily conforms to irregular surfaces.

It fits **any** stove, so eliminates the necessity of your carrying a large stock of various sizes and styles of fire-brick.

J-M Phoenix Stove Lining lasts longer than fire-brick and is cheaper. Made of Asbestos, so will not burn out—clinkers will not adhere to it.

It is the most profitable and quickest selling fire-brick or stove lining proposition on the market.

Write our nearest Branch for Special Proposition to Dealers.

THE CANADIAN H. W. JOHNS-MANVILLE CO., LIMITED

Manufacturers of Asbestos and Magnesia Products. ASBESTOS Asbestos Roofings, Packings, Electrical Supplies, Etc.

TORONTO MONTREAL WINNIPEG VANCOUVER

1805

MEMBER OF CANADIAN HARDWARE MANUFACTURERS' EXHIBITORS ASSOCIATION

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholsale and Retail Hardware Merchants.



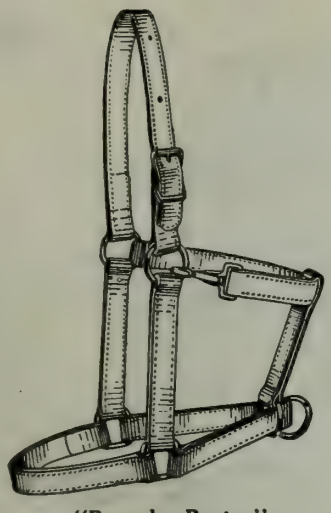
MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



"Broncho Buster"

You Should Worry

if you are not selling halters this season. Now is the time to prepare for a profitable business in these lines. Dealers who are handling the *"Griffith" line report that business is booming* in all departments.

Better look into the matter NOW, before the farmers in your territory have been supplied. From now until spring is the halter-selling season.

THE halter illustrated is the "Broncho Buster," one of the great winners in the **"Griffith"** line. This is a three-ply leather halter with middle ply of tough rawhide and outer layers of harness leather. The leather gives stability, while the rawhide adds strength. Mountings are of heavy wrought steel. Weight about 3 lbs. Price to dealers, $15.00 per doz.

GRIFFITH'S HORSE SPECIALTIES TRADE MARK

WE are always ready to assist the dealer in advertising and selling our goods. In addition to our consumer advertising, which is sending new customers direct to the dealer for **"Griffith"** halters, we will be glad to loan any dealer cuts of our halters for use in his local advertising, and will furnish any information required for this purpose.

Write For This Book

OUR new Catalogue, entitled, "Horse Specialties," is now ready for mailing. In this book are illustrations and descriptions of the complete **"Griffith"** line, including Halters and Specialties of exceptional merit and saleability. This Book should be in the hands of every progressive dealer in Canada. If YOU have not already received a copy, write TO-DAY and make your selections for the Fall trade.

Sent FREE upon request. A Post Card will do.



G. L. Griffith & Son

Department E

Stratford, Ontario

Rust Resisting Anti-corrosive

COPPER BEARING SHEETS

Apollo Keystone Copper Bearing Galvanized Sheets

and

Keystone Copper Bearing Steel Sheets

The greatest improvement in Sheet Metal for years: We now offer you the most serviceable Sheets that can be produced.

FARMERS, Attention:—In order to secure the **very best**, specify APOLLO KEYSTONE Copper Bearing Galvanized Sheets, for your Barns, Silos, Tanks, Implement Sheds, Stock Shelters, Garages, Poultry Houses, Corn Cribs, Culvert Pipes, etc. If your roofer cannot supply you, write us direct.
Send for our special booklet with photographic illustrations of **Actual Weather Tests** showing how much greater durability Copper Bearing Steel has over ordinary steel.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

SELLING AGENTS FOR EASTERN CANADA:

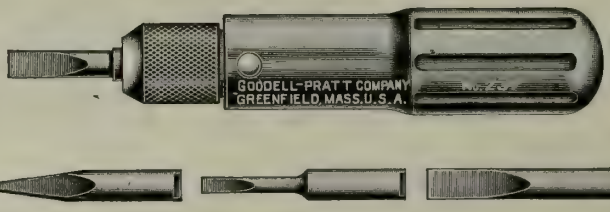
B. & S. H. THOMPSON & CO., LTD.

Transportation Building
MONTREAL

Traders' Bank Building
TORONTO



No. 232



No. 232

VERY HANDY

These little pocket tools are very ready sellers and surely will prove attractive to your customers. They are handsomely finished in nickel plate and are very serviceable.

No. 231—Has three oil-tempered tool-steel blades and a reamer contained in the hollow handle.

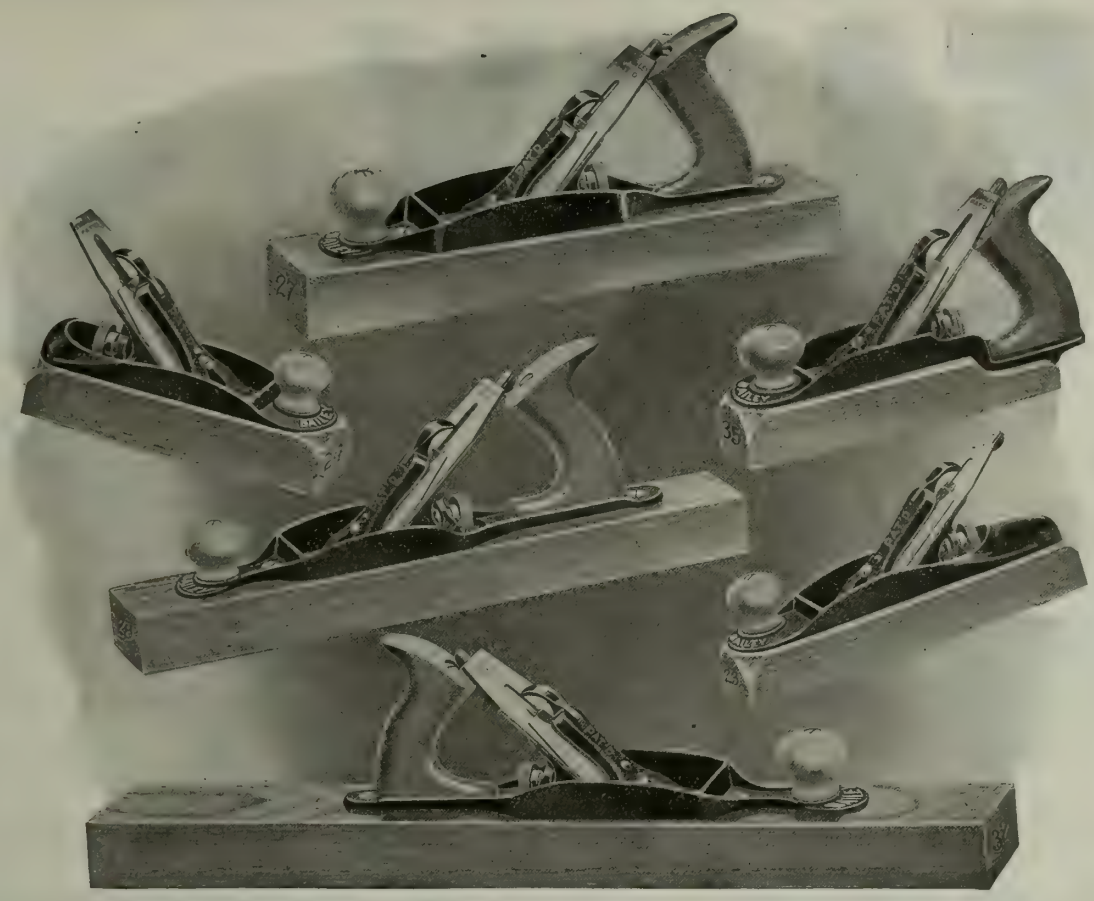
No. 232—On this style the single blade is somewhat larger and telescopes into the handle.

Our 344 page catalogue is free to dealers.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.



Stanley Tools

THE "BAILEY" WOOD PLANE has the same adjustment of cutter as the celebrated "BAILEY" IRON PLANE—differing only in detail where the extra thickness of the Wood Bottom has to be taken into consideration.

The Bottom is made from selected and well-seasoned beech.

The name "BAILEY" and the number are cast on every Plane, and the name "STANLEY" is stamped on every cutter..

INSIST that your orders be filled with Planes made by THE STANLEY RULE & LEVEL COMPANY, which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' Tools for over half a century.

"BAILEY" WOOD and IRON PLANES, "BAILEY" BLOCK PLANES, "STANLEY" BIT BRACES, SPOKESHAVES and POCKET LEVELS are now

MADE IN CANADA

Address all communications to

STANDARD THE WORLD OVER

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

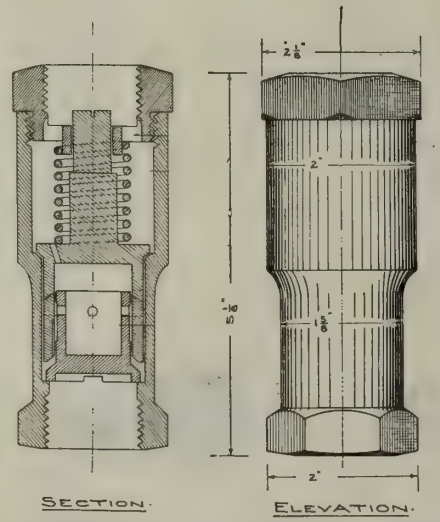
ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

Many Hot Water Heating Systems Trouble Customers

And for this reason you should boost the

Knickerbocker Regulator



It is a new and effective remedy and the only device that will operate automatically both on open and closed systems of hot-water heating.

It increases radiation from 25 to 50% and reduces consumption of fuel.

The Knickerbocker Regulator can easily be installed to old as well as new systems, and is guaranteed to serve perfectly everywhere.

We'll send you descriptive circular by return mail. Write!

We carry a complete line of high-grade **Engineers' and Plumbers' Supplies.**

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide Street West, TORONTO

If Quality Is your Motto, Sell

ENTERPRISE

Coffee Grinders, Meat and Food Choppers Sausage-Stuffer and Lard Presses, Etc.



Coffee Grinder

Every part of every Enterprise article is exceptionally well made of high-grade material and splendidly finished.

While these goods are of the highest prevalent quality you can sell them to your customers at a reasonable price and still reap a most desirable profit.

The Enterprise Sausage Stuffer, Lard and Fruit Press has a new Patented Corrugated Spout which prevents air from entering the casing. This insures the preservation of the sausage. **The iron cylinder is bored true.** The patented latch prevents breakage of plates. Instantly changed from Sausage Stuffer to Lard or Fruit Press.



Meat and Food Chopper

Enterprise Meat and Food Choppers are made in forty-five sizes and styles—hand and power. They are the machines of the right-cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Does not mangle or mash—but cuts like shears.

Enterprise Coffee Grinders are made in several different shapes, capacities and styles.

While articles illustrated are good sellers we have other lines just as good.

Our catalog covers complete line. Write for it.



Sausage Stuffer and Lard Press

The Enterprise Mfg. Co. of Pa.

Philadephia, Pa.

29 Murray Street, New York City
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California





"W & B" Drop Forged Wrenches



In the "W & B" Line of Drop Forged Wrenches, you'll find every size and every bend of every size wrench.

Do you need a particular shaped wrench for the kit of tools to go with that new machine?

Select the size and shape of wrench you need from the "W & B" Stocks.

Get details from Catalog No. 82-G. Write.

THE WHITMAN & BARNES MFG. CO.

ESTABLISHED 1854
OFFICE AND FACTORY, ST. CATHARINES, ONT.
Stocks carried at Winnipeg and Montreal



H&R ARMS CO

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.



The "CANADIAN QUEEN"

is very attractive in design and finish—is being used in white-wear and shirt factories nine hours per day and in every instance is giving absolute satisfaction—our guarantee is a new departure—it is a quick seller and shows the DEALER a GOOD PROFIT.

There is nothing more appropriate or acceptable for a Christmas Gift than a "CANADIAN QUEEN" Electric Iron.

They are being sold by the following jobbers:

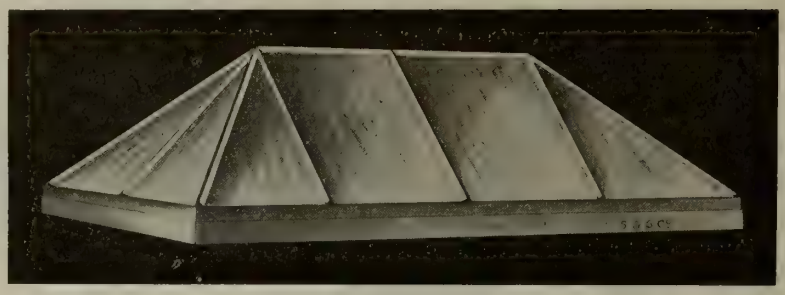
The Perkins Electric Co., Limited, Montreal
The Masco Co., Limited, Toronto
Chapman & Walker Limited, Toronto

They are made in Canada and the price is attractive.

THE FLEXIBLE CONDUIT CO., LTD.

GUELPH, CANADA

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO

LUNDY SHOVELS

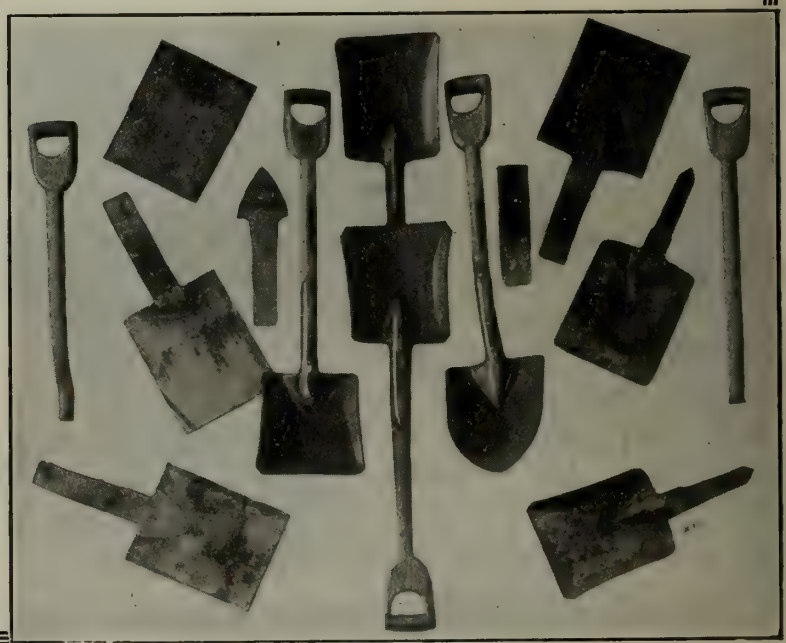
Make Pleased Customers Everywhere

When handling shovels why not protect yourself and your customers by handling the proven best—the Lundy?

These shovels are **made of open hearth crucible steel and have an exceptionally strong strap and blade point. They give every** buyer the most value for their money.

Lundy Shovels attract trade because they are splendidly finished. **The quality is the best assurance of re-orders.**

LUNDY SHOVELS IN VARIOUS STAGES OF CONSTRUCTION



We make three grades so as to completely meet the requirements of the trade.

Ask your jobber. If he does not handle them, write us.

We guarantee satisfaction. We ship quickly.

Write for catalogue.

The LUNDY SHOVEL AND TOOL CO., Ltd.

General Office and Works:

PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.



29 LADIES EXHIBITED HOME-MADE BREAD

at the recent Oxford County Fall Fair at Woodstock, and

3 PRIZES OUT OF THE 4

(Including the first prize) were awarded to exhibits baked in

"GOOD CHEER" STOVES

The contestants, as a whole, used severally practically every leading make of range or cook stove produced in Canada, and much of the merit in winning the prizes was undoubtedly due to the skill and care of the ladies whose tempting loaves received the awards, **but a share of the honor is due, surely, to the "GOOD CHEER" creations in which they did their baking.**

"GOOD CHEER" is the line of modern cooking equipment that puts certainty in cookery, for, unquestionably, bread baking is one of the severest tests of a stove's qualities.

Your stove trade would run smoother, grow faster, and be more profitable, if you depended, as did these prize-winners, on "GOOD CHEER" Stoves and Ranges.

Catalogue and price-list on application.

THE JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

Western Warehouse: 156 Lombard Street, Winnipeg, Man.

Everything In Its Favour



Quality, workmanship, price and adaptability makes selling easy.

You don't waste time pushing

McClary's Perfection Self-Blasting Roaster

It climbs over all opposition.

It saves your time and your customer's money—Write our nearest Branch for further particulars.

MONTREAL HAMILTON LONDON TORONTO CALGARY **McClary's** WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

PEASE "ECONOMY" BOILERS

Write to-day for Catalogue and Prices

Pease Foundry Company

LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver. Winnipeg. Hamilton Montreal.

It Increases Stove Sales

Many a dealer's stove sales are not up to what they should be because of improper display.

Customers naturally want to be shown the back, front, sides, inside and outside of your stoves.

How can a person see all parts of a range when it is displayed on some dark, dusty platform?

By fitting each stove with **Harper "Handy" Castertrucks** you will make it possible to wheel the stove to your customer and the light, where things can be seen.

Our "Castertruck" methods of display works wonders everywhere—adopt it now.

670 Jobbers carrying it—let us get you in touch with the nearest one.



No. 77

Chicago Hardware Foundry Company

Station A, **North Chicago. Ill.**

What does it profit a man who makes big promises and sells cheap goods?

McClary's Pandora Range



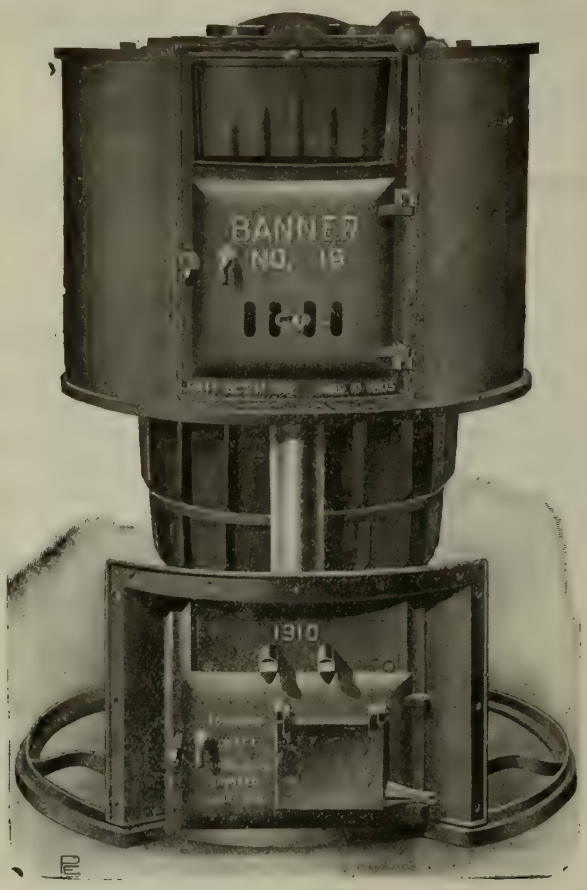
For a combination of highest grade material and workmanship and labour-saving facilities our Pandora takes the topmost place in Cast Ranges. Its splendid system of oven ventilation, the special flue construction which forces the heat twice round the oven, the heavy triple triangular grates, the fire-box with its semi-steel linings, the enamelled steel reservoir, and the patent fuel saver are features which demand the attention of all live dealers and appeal to prospective users. Write our nearest Branch to-day for detailed particulars.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

McClary's

LONDON TORONTO
MONTREAL HAMILTON
ST. JOHN, N.B. CALGARY
WINNIPEG VANCOUVER
SASKATOON EDMONTON

McClary's on goods is a quality name



When you handle the

Banner Furnace

you assure for yourself good profit from the sale of the "Banner," goodwill after the sale of the "Banner." And the reason is in "Banner" construction. For instance, the **Grate Bars, the Fire Pot and the Dome or Combustion Chamber,** those parts that usually come in for the greatest wear and tear, are exceptionally well and strongly constructed. They are made of extra heavy cast iron in a manner that assures long service.

May we tell more about "Banner" Profits and Construction?

Galt Stove & Furnace Co.
Limited
Galt Ontario

Satisfied Customers

Is Always the Result of Selling

STILL'S Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA



Automatically Regulates Fire.

Saves 25% of Fuel.

Maintains Uniform Temperature.

Prolongs Life of Stove.

Prevents overheated Flues.

Fire cannot run away.

Used with any Fuel.

Furnished for all sizes of pipe.

Send for circular.

Arnold Automatic Damper

For

Stoves or Furnaces

GUARANTEED

To Save 25% of Fuel or Money Refunded

Sold exclusively through dealers by

W. H. Thorne & Co., Ltd., St. John
In Maritime Provinces.

Wood, Vallance & Co., Hamilton
In Western Ontario.

Marshall-Wells Co., Ltd., Winnipeg
In Western Canada.

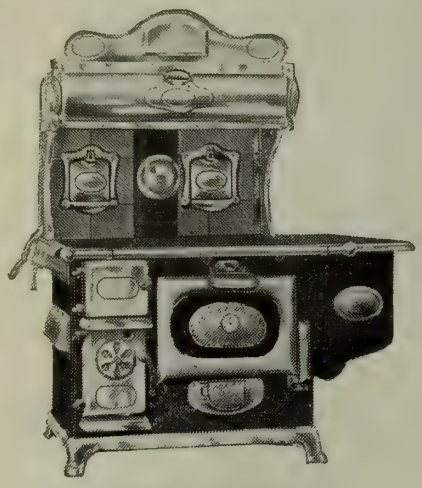
Lewis Bros., Ltd., Montreal
In Eastern Ontario and Quebec.

Automatic Damper Co., Limited

Hamilton and Winnipeg

Findlay "Favorite" Stoves and Ranges

Will Add New Life To Your Stove Dept.

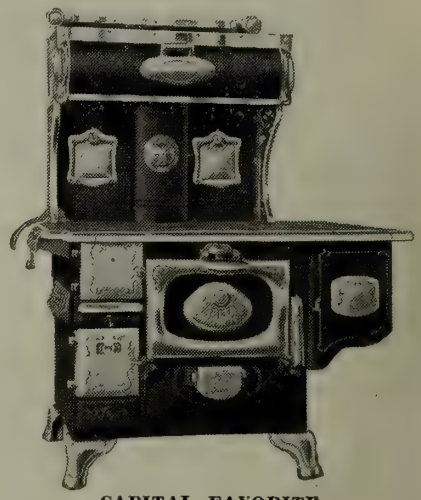


UNIVERSAL FAVORITE
18 and 20-inch Ovens.

They have the smooth castings, the tight and well fitted joints and the semi-plain finish that catches the eye of the prospective buyer.

While great care is exercised in the design and finish, they are carefully constructed for efficiency and fuel economy.

We make a Range or Stove at a price that every person can afford—each is an exceptionally good value.



CAPITAL FAVORITE
16, 18 and 20-inch Ovens

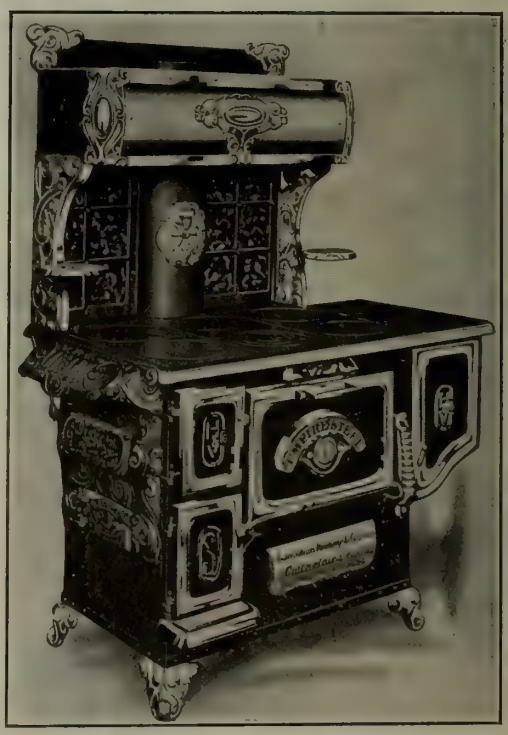
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Head Office and Works: CARLETON PLACE, ONT. **Branch House: 260 Princess St., WINNIPEG**

Wholesale Jobbers for N. Alberta; Revillon Wholesale Limited, Edmonton.

D. V. Cope & Co., Calgary — Distributing Agents — Geo. D. Horsman, Vancouver

"The Empire Line"



"STOVE TIME" is here, and the wideawake dealer is handling a line that not only *brings* trade, but *holds* trade.

The best business getter on the market to-day is the

"EMPIRE STEEL"

Made with highly polished steel body, heavy nickel plate dress and our artistic tile or black high closet. Excels as a baker, economcial in fuel, burns wood or coal—Heavy reinforced oven, quick heating reservoir.

Sizes—18 and 20 in. over, 9 in. covers, square reservoir, tea shelf or high closet.

Canadian Heating and Ventilating Co., Ltd.

OWEN SOUND, CANADA

Winnipeg
521 Henry Avenue

Vancouver
1059 Hamilton Street



HEATING WITHOUT EXPENSE

A room can easily be heated with absolutely no additional cost for fuel, if a

WRIGHT'S TUBULAR RADIATOR

is used. One of these Radiators will take just the space occupied by a length of stove pipe, and the air of the room circulating through it will soon raise the temperature to just the right degree for health and comfort.

And all this is accomplished by using heat which would otherwise disappear up the chimney and be lost.

Made in two sizes, with collars to fit 6 in. or 7 in. pipe.

Nos.	Outside Measurement.	Size of Pipe Collar.	Weight.
10	10 x 24 in.	6 in.	12½ lbs.
100	10 x 24 in.	5 in.	12½ lbs.
14	14 x 28 in.	6 in.	18 lbs.
140	14 x 28 in.	7 in.	18 lbs.



E. T. WRIGHT CO., LIMITED, HAMILTON, CANADA



"PARKYTE"
Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

See Ashdown's latest catalogue, and all Western jobbers. Also Hobbs Hardware, London, Ontario.

PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.
MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

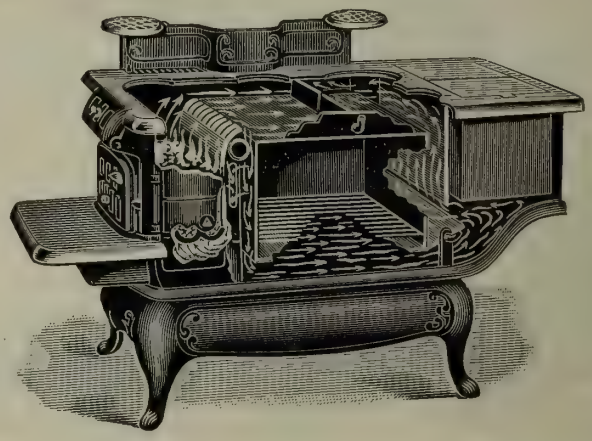
Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture **NIPPLES** in all sizes—black or galvanized.

Works: Lachine Canal

If You Were Your Own Customer

and you entered your own store to buy a stove. Suppose one of your clerks showed you the "Supreme," explained to you the improved fire travel, told you about the **guaranteed 50 per cent. saving in fuel.**



Wouldn't you want to buy that sort? And having tried the "Supreme" out and found that it did everything that was claimed of it, wouldn't you have a feeling of confidence in the man who'd sold you that stove, and wouldn't you go to him next time you needed anything?

That's how "Supreme Prestige" works. It will return you satisfied customers again and again. And besides, it allows you to make a handsome margin of profit on every one you sell.

Get right after particulars now—you can't afford to wait.

The Supreme Heating Co., Limited, Welland, Ontario

Davidson's Oil Heaters



Number 65 J "Premier" and Number 50 J "Colonial"

Just the thing for the Chilly Fall Evenings, as they produce intense heat without smoke or odor.

Light as easily as gas—Have bail handles, and can be **operated just where the heat is needed.**

One gallon of oil is all that is required to give 10 hours of solid comfort in any home, which is at considerably less cost than the same amount of heat can be produced by other means.

No. 65J. Premier has full nickeled trimmings and Brass Front.

No. 50J. Colonial has japanned trimmings and Steel Front.

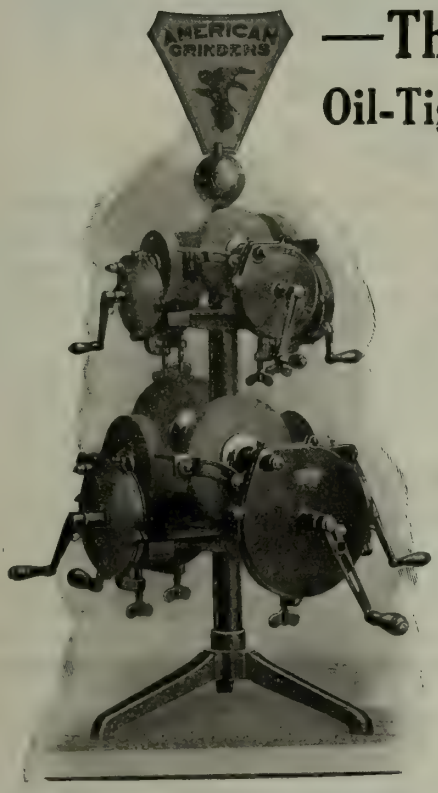
Prices on Application

We can ship promptly on receipt of order

THE THOS. DAVIDSON MFG. CO., LIMITED

Montreal **Winnipeg** **Toronto**

American Grinders



—The only Grinders with a Positively Oil-Tight Case, Gears Operate in Bath of Oil!

BEYOND all question—the best grinders built. That's the claim we make for the American Line.

American Grinders make an instant appeal to the man who knows good tools. They're simple—strong—smooth-running—**and they're built for service.** They're the only grinders made that have a positively oil-tight case. The gearing works continually in a BATH OF OIL—and that means double life for the machine.

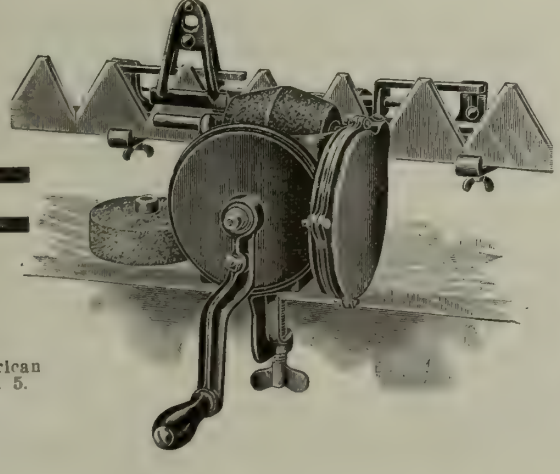
In Design—Finish—Construction—Materials—and Mechanism—American Grinders outclass all other makes

Manufacturers, mechanics and farmers—all grinder users—are getting sick and tired of cheap, rattle-box grinders. They're ready for a **real outfit**—and you can get the cream of the business with the American line.

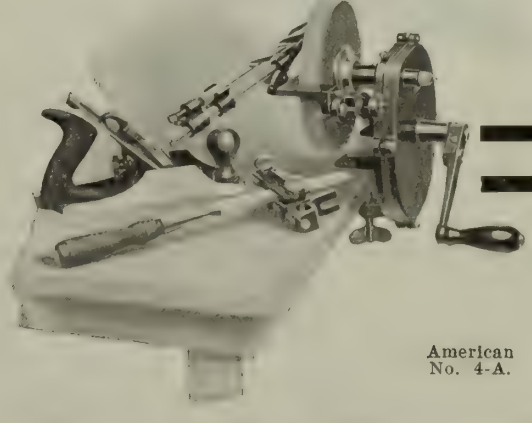
Just note the sickle grinder illustrated below. It's not a bit too early to get a stock of these on hand for next year's business. Also size up American No. 4A. We make 9 sizes of Grinders for general work.

TRY A SAMPLE ORDER —THROUGH YOUR JOBBER

Remember, Mr. Dealer, American Grinders lead the field. A sample order will prove that statement absolutely. Write for Catalogue and Discount Sheet to-day. The handsome all-metal Display Stand, shown above, is furnished free to dealers. Ask for particulars.



American No. 5.



American No. 4-A.

American Grinder Mfg. Co.

149-153 Michigan Street MILWAUKEE, WIS.

Canadian Representatives;

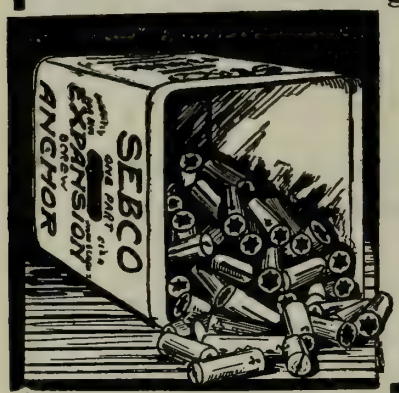
Merchants' Hardware Specialties, Ltd., Calgary.
Marshall-Wells Co., Winnipeg.
Frank D. C. Richards, Lombard Bldg., Toronto.

SEBCO EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.

It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?



Star Expansion Bolts

J. EDWARD OGDEN, Distributor

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1142 Homer Street, VANCOUVER

425 Henry Avenue, WINNIPEG

NICHOLSON-MADE FILES



DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson - made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

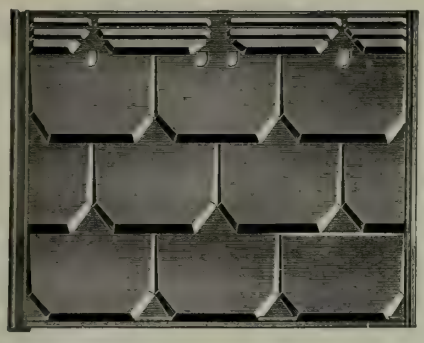
But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON

FILE COMPANY **PORT HOPE, CANADA**

40



These Are The Shingles You Should Sell

They have been advertised, sold and used in Canada for 28 years. They produce a roof that is fire-, lightning-, weather- and rust-proof; inexpensive in first cost and the cheapest to lay and maintain.

"Eastlake"

Steel Shingles



are made of the best quality of sheet steel and are heavily coated with zinc. They require no painting or other treatment to protect them from the weather. The telescopic side-lock and concealed gutter insure an absolutely tight roof. Ask us to send you complete information about these shingles and the advantages you gain by handling them.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing & Co., Limited

MANUFACTURERS

TORONTO and WINNIPEG

GREENING

GREENING'S STEEL WIRE CHAIN

If you are interested in chains examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in thirteen sizes. We use it exclusively in all our Halter, Dog, Tie Out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence Solicited.

We send cuts with table of breaking strain.

Samples, etc., upon request.

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. **MONTREAL, QUE.**



The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

4 in. is our Family size. 6 in. size is for Cities and Municipalities.

Larger sizes made to order.

Manufactured Solely by

DAVENPORT MFG. CO., Davenport Iowa, U.S.A.

Corrugated Iron, Straight or Curved, and Absolutely Uniform

Conductor pipe, eavetroughs, valleys, ridge roll, elbows, skylights, and ventilators.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto,



Fast Sellers and Good Repeaters



NEW CENTURY

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

Catalogue mailed on request.

The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**

Serviceable Christmas Gifts

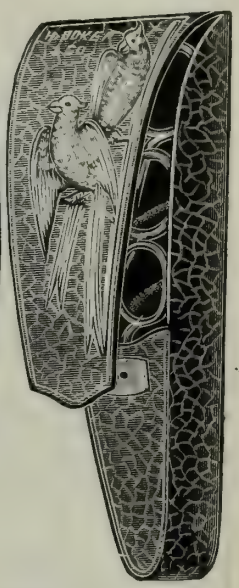
The hardware trade furnishes a large variety of useful presents on which the dealer can make a good profit and get a quick turnover of his money invested. We illustrate just a few good ones.



Beautiful Pearl Handle Dessert Knives and Forks in fine walnut cases.
Fish Knives and Forks in fine walnut cases.



Scissors in Cases.
Manicure Sets.



SAFETY RAZORS
In ordinary or Vest Pocket Cases.



Ladies' Companions



CARVERS IN CASES.
For Meat, Fish or Game.

Razors in Cases.

Complete Cutlery Cabinets up to $110.00 each.



OUR GENERAL CATALOGUE SHOWS FULL LINE.

Caverhill Learmont & Co.

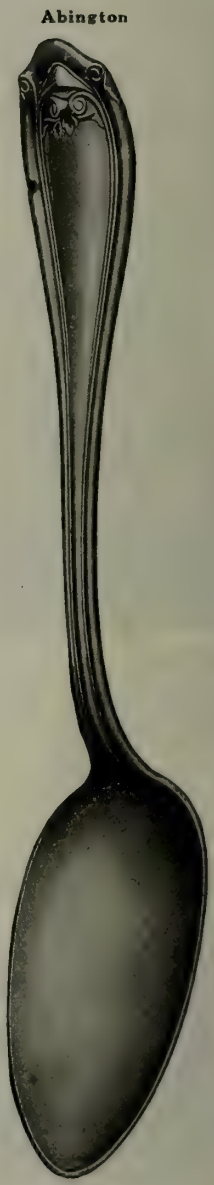
Montreal

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon.** The smaller staple piece is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, NOVEMBER 8, 1913. No 45

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REGULAR FEATURES

Twenty Years Ago—Hardware Letter Box—Catalogues and Booklets.

THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* -:- H. T. HUNTER, *General Manager*

(ESTABLISHED 1887)

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HARDWARE AND METAL

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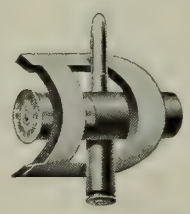
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A Case in Stock is Worth a Carload in the Jobber's Warehouse

For prompt delivery of "Fill in" ammunition orders, specify Dominion.

DOMINION SMOKELESS SHOT SHELLS are loaded with DOUBLE CHILLED SHOT and the world's standard brands of powder in such a way as to give a perfect balance to the shooting qualities of every shell.

DOMINION METALLIC BIG GAME Sporting cartridges are hard-hitting and accurate. They have the endorsement of Guides and Sportsmen Throughout Canada.



Dominion Cartridge Co., Limited
Montreal

Bright
Clean Appearance
of

FLEUR DE LIS

FLEUR DE LIS Galvanized Iron

Adds to the value of the job.

Free from streaks and dull bare spots.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Sheet Zinc "V. M." Brand



Genuine "V.M." Sheets at no higher prices than ordinary brands.

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXV. NOVEMBER 8, 1913 No. 45

Efficient Store System Versus Personal Effort

The Introduction of System Enables the Merchant to Shift the Burden from His Own Shoulders—The One-Man Machine Breaks Down in Time—A Case in Point Which Contains a Moral.

EXPERIENCE has demonstrated that the one-man machine is not an effective force in the operation of any form of business.

It runs jerkily at all times and, being operated at full speed, is very liable to break down.

Many business men carry the whole burden of management on their own shoulders. They look after everything from the supervision of the bookkeeping to the financing of the business. They are swamped under a mass of detail which gets larger all the time. As a result, they cannot give undivided attention to any one phase of the business at any time and in some respects the business is likely, is certain, to suffer. This concentration of responsibility is due to two motives, economy and a sense of self importance. The head would rather look after things himself than pay the salaries required to secure men capable of handling them; or perhaps he feels that the business needs his continual oversight, that no one could look after things the way he does himself.

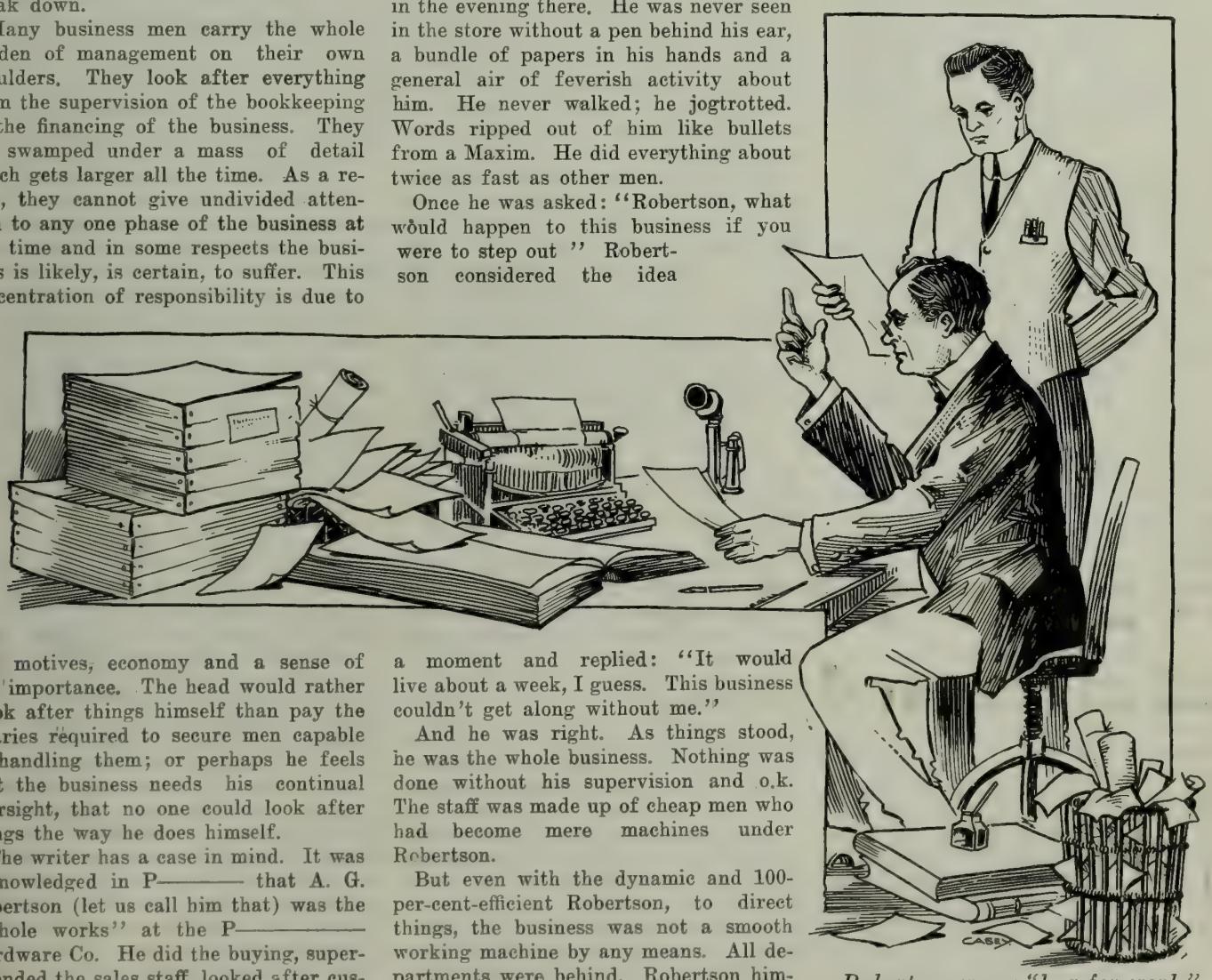
The writer has a case in mind. It was acknowledged in P———— that A. G. Robertson (let us call him that) was the "whole works" at the P———— Hardware Co. He did the buying, superintended the sales staff, looked after customers himself sometimes, had an eye on the books at all times, checked over shipments and deliveries, wrote the advertising, took a hand at window trimming and had been interrupted at times while engaged in writing price cards. He was what was generally termed a "hog for work." At 7.30 each morning he started for the store to open up, noon saw him on his way to a nearby restaurant where he spent all of twenty minutes at lunch, at 6 he went home for dinner and often as not hustled back to the store to put in the evening there. He was never seen in the store without a pen behind his ear, a bundle of papers in his hands and a general air of feverish activity about him. He never walked; he jogtrotted. Words ripped out of him like bullets from a Maxim. He did everything about twice as fast as other men.

Once he was asked: "Robertson, what would happen to this business if you were to step out " Robertson considered the idea a moment and replied: "It would live about a week, I guess. This business couldn't get along without me."

And he was right. As things stood, he was the whole business. Nothing was done without his supervision and o.k. The staff was made up of cheap men who had become mere machines under Robertson.

But even with the dynamic and 100-per-cent-efficient Robertson, to direct things, the business was not a smooth working machine by any means. All departments were behind. Robertson himself was generally about three days behind schedule and, needless to state, the staff did not do any better. The store was in a continual turmoil, a mad rush to catch up with work. There was a deplorable lack of system noticed in every department.

The inevitable happened when Robertson took sick one day and was laid up for five months. For a few weeks chaos settled down on the business. The head clerk, who found himself thrust automatically into charge, could not gather into his own hands the reins which Robertson had so suddenly dropped. He was totally at sea. Then with things getting into a worse tangle with each day, the need for immediate action was



Robertson was a "hog for work."

felt and Mrs. Robertson, through the medium of a wholesale house, secured a competent man to act as manager temporarily.

The new manager had had an extensive experience in hardware retailing and had topped off with two years in the office of the wholesale house through whom the appointment was made. He had become strongly imbued with belief in the value of system. On taking charge of the P———— Hardware Co. store, he was appalled at the total lack of system he found and made it his object to correct things. In two months he had worked out and put into operation a system which fitted the business nicely and enabled him to keep closely in touch with all phases of it without difficulty. When Robertson was able to get down to the store, he found that order had been restored out of chaos. The business was running smoothly. New forms and systems were in use that kept every detail of business before the manager. Everything was right up to the minute. The personnel of the staff had been strengthened by the addition of a few capable men.

Robertson inspected everything and was delighted—and amazed.

"How did you do it?" he asked. "I always wanted to get things systematized but never found time to get at it."

"The reason, Mr. Robertson," said the manager, "is plain. I am not as good a hardwareman as you are."

Then, seeing the puzzled look on the face of the proprietor, he continued:

"This was a one-man business. You did everything. I don't know of another man who could do as much work as you were doing. When I came here, I realized at once that I couldn't begin to do the work you had done. So, I was compelled to put in a system which would simplify matters and lift the burden off the man in charge."

The System Installed.

A few details of the system he had introduced will be of interest.

A stock book was used for information in buying. This was in loose-leaf form and by consulting it, one could find exactly what stock there was on hand in any line. Purchasing forms were used on which all particulars of every purchase were entered. A duplicate copy of this order was retained so that when the goods arrived, they could be checked off. A Purchase Service book was used, provided with a loose leaf A to Z index. Each firm, as invoices were received, were given a number under the proper letter in the index. For instance, an invoice is received from the S———— Co. The name is entered in the index under "S" on the first line, as being first entered under this letter. Then the invoice is at once pasted on a separate loose leaf and given this reference number "1-S," then the items on the invoice are numbered commencing with 1 and running consecutively. For example on June 2, invoice is as follows: "1-S-17" which instantly gives you the reference to the proper invoice under "S" index, and would indicate that invoice wanted was the first one under letter "S" and the seventeenth item. In fact, it gives you everything in shortest possible form with quickest reference.

After two months the loose leaves are taken out and bound so that in this way bulk in the purchase book is avoided. The leaves bear the same number month after month as the same index number is reserved at all times as was first given the firm when Invoice Book was opened. Also the items are numbered consecutively.

A system for tabulating and classifying sales was also adopted. Instead of having one big cash book for entering up all sales made, a series of sheets are used. These sheets each held the sales of eight different clerks, four on one side and four on the other.

On each sheet is entered the number of the check under the number of the clerk by whom the sale was made. Lines were numbered from zero to nine so that by entering the tens figures the whole number of the check is immediately given. Also as space was left for every consecutive number, and the number of each check entered in order, any shortage was detected as the checks came in. More than that, it was possible to tell at a glance which clerk was responsible for the shortage. Or, if the mistake was overlooked by the cashier, the auditor readily found which cashier was accountable.

For each day's sales a summary sheet was shown. The numbers on the left were the numbers of the different clerks, and in the different columns the various totals were entered. The total of all these gave the total of all sales for all the departments for the day.

These items were but a few of the many ideas which had been introduced to simplify the detail work of the store and to "oil the cogs of the system."

It is hardly necessary to add that Robertson continued the system and found that his business increased while his own work decreased.

It comes down to this. A system is better than a man who knows all about the business and can, therefore, do everything that the system otherwise would do.

And yet there are hundreds of hardwaremen in Canada today, who run their stores on their own knowledge and activities. They constitute the whole business themselves; and, as the inevitable concomitant, become slaves to the business. Their whole time, their unflagging energies, are required to keep the business running. If, as in the case of Robertson, they were suddenly withdrawn from the store, chaos would undoubtedly ensue.

If you were to see a business man laboriously grinding out correspondence with pen and ink, thereby using up hours of valuable time each day, you would assume him to be a very ignorant man or one decidedly antiquated in his ideas. You would be tempted to explain that he could save valuable time and ease his labors by getting a typewriter. It is equally incomprehensible that some merchants will run their stores on personal effort rather than on system.

Catalogues and Booklets

McClary's Kootenay Range.

The McClary Mfg. Co., London, Ont., have issued a twenty-page booklet illustrative and descriptive of McClary's Kootenay Steel Range.

A large number of illustrations are used in showing the various working parts of the range. Considerable information is given regarding the make-up of the range as well as particulars of size, weight, etc. The booklet is attractively gotten up and on the front cover page the title appears Our Kootenay Steel Range, the range that lasts a lifetime.

Clark Heaters.

Chicago Flexible Shaft Co., Chicago, Ill., have issued a very attractive thirty-two page booklet featuring Clark's heaters and carbon. The booklet is attractively gotten up the illustrations being in colors. Many useful suggestions are offered to dealers as to how they may increase the sale of heaters and coal.

Thos. Smart Sons Catalogue.

Thos. Smart & Sons, Ltd., Watsons Green Works, Dudley, Staffordshire, Eng., represented in Canada by G. A. Marshall, Lombard Building, Toronto, have issued Catalogue No. 25, consisting of 132 pages illustrating in colors a large range of kerbs and fenders, fireguards, fire brasses, irons, c.v. tongs, pokerettes, umbrella stands, gongs, cake stands, fire sceens, coal vases, log boxes, ash pans, ash pan fronts, plate stands, floor lamps, and irons, etc.

The firm have also issued a supplement to their general catalogue showing patent extending curbs, patent raised curbs, etc.

The Attendance at Ottawa Will Be Large

Reservations for Transportation and Accommodation Are Pouring in—List of Members and Exhibitors of the C.H.M.E.A.—Meeting of Directors to Complete Arrangements.

SECRETARY Tobin, of the Canadian Hardware Manufacturers' Exhibitors' Association, gives encouraging reports of the progress of arrangements for the exhibition and convention at Ottawa next February. There are indications already that the attendance during the big "Hardware Week" will break all records.

The most conclusive evidence of this is the accompanying list of members and exhibitors of the C. H. M. E. A.

Practically all these firms will have large exhibits at Ottawa, and when it is recollected that the Exhibition is still nearly four months off, it will be seen that the manufacturers are showing a striking degree of interest and readiness. The officers assert with confidence that the Exhibition will eclipse all previous records and possibly set a new mark for events of this kind on the continent.

That the attendance of hardwaremen will also be large now seems assured. Secretary Tobin reports that reservations are pouring in for transportation on the special train and for accommodation. A wide measure of interest is manifest in retail circles.

Arrangements are now so well advanced that only the final measures are to be taken and a meeting of the directors and advisory board of the C. H. M. E. A. will be held for this purpose at the Queen's Hotel, Toronto, during the present month.

The following is the list of members and exhibitors so far registered:—

E. C. Atkins & Co., Ltd., Toronto, Ont.
National Acme Mfg. Co., Montreal, Que.
Pease Foundry Co., Ltd., Toronto, Ont.
Boeckh Bros. Co., Ltd., Toronto, Ont.
Taylor Forbes Co., Ltd., Guelph, Ont.
James Stewart Mfg. Co., Ltd., Woodstock, Ont.
Imperial Varnish & Color Co., Ltd., Toronto, Ont.
Gutta Percha & Rubber Co., Ltd., Toronto, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
Canadian H. W. Johns-Manville Co., Ltd., Toronto, Ont.
Hall Zyrd Foundry Co., Ltd., Hespeler, Ont.
Cumner Dowswell, Ltd., Hamilton, Ont.
Pinchin, Johnson & Co., Ltd., Toronto, Ont.
International Varnish Co., Ltd., Toronto, Ont.
Dunlop Tire & Rubber Goods Co., Toronto, Ont.
Onward Mfg. Co., Berlin, Ont.
Benjamin Moore & Co., Ltd., West Toronto, Ont.
S. F. Bowser & Co., Ltd., Toronto, Ont.
McClary Mfg. Co., London, Ont.
Gillette Safety Razor Co., Montreal, Que.
Russell Motor Car Co., Ltd., West Toronto, Ont.
Ont. Lantern & Lamp Co., Hamilton, Ont.
Glidden Varnish Co., Toronto, Ont.
Lufkin Rule Co., Ltd., Windsor, Ont.
Stratford Mfg. Co., Ltd., Stratford, Ont.
Sherwin, Williams Co., Ltd., Toronto, Ont.
Dominion Register Co., Ltd., Toronto, Ont.
Clare Bros., Ltd., Preston, Ont.
Geo. C. Kaitting & Son., Galt, Ont.
Canadian Tap & Die Co., Ltd., Galt, Ont.
Tobin Arms Mfg. Co., Ltd., Woodstock, Ont.
Hamilton Stove & Heater Co., Ltd., Hamilton, Ont.
Canadian Shovel & Tool Co., Ltd., Hamilton, Ont.
David Maxwell & Sons, St. Marys, Ont.
Canada Paint Co., Ltd., Montreal, Que.
Moffat Stove Co., Weston, Ont.
Lowe Bros., Ltd., Toronto, Ont.
John Morrow Screw Co., Ltd., Ingersoll, Ont.
Canadian Heating & Ventilating Co., Ltd., Owen Sound, Ont.
Oneida Community Co., Niagara Falls, Ont.
Ware Mfg. Co., Ltd., Oakville, Ont.
Greening Wire Co., Ltd., Hamilton, Ont.
Auto Strop Safety Razor Co., Ltd., Toronto, Ont.
J. H. Connor & Son, Ltd., Ottawa, Ont.
Gurney Foundry Co., Ltd., Toronto, Ont.
Northern Aluminum Co., Ltd., Toronto, Ont.
D. Moore & Co., Hamilton, Ont.
Shurly, Dietrich Co., Ltd., Galt, Ont.
F. W. Bird & Son, Hamilton, Ont.
Canadian Buffalo Sled Co., Preston, Ont.
Williams Chemical Co., Ltd., Russell, Ont.
One Minute Washing Machine Co., Toronto, Ont.
Steel Company of Canada, Hamilton, Ont.
Tallman Brass & Metal Co., Hamilton, Ont.
Pratt & Lambert, Inc., Bridgeburg, Ont.
E. T. Wright & Co., Hamilton, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Steel & Wire Co., Ltd., Hamilton, Ont.
Chadwick Brass Co., Ltd., Hamilton, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
Standard Paint & Varnish Co., Ltd., Windsor, Ont.
National Cash Register Co., Toronto, Ont.
Richards-Wilcox Co., Ltd., London, Ont.
National Machinery & Supply Co., Hamilton, Ont.
Asbestos Mfg. Co., Ltd., Montreal, Que.
Hardware & Metal, Toronto, Ont.
Canadian Hardware, Stove & Paint Journal, Toronto, Ont.
Flexible Conduit Co. ,Guelph, Ont.
Supreme Heating Co., Ltd., Welland, Ont.
Hamilton & Toronto Sewer Pipe Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Galt Brass Mfg. Co., Ltd., Galt, Ont.
Martin Senour Co., Ltd., Montreal, Que.
Sheet Metal Products Co., Toronto, Ont.
Gendrom Mfg. Co., Ltd., Toronto, Ont.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
Steel Trough & Machine Co., Tweed, Ont.
McGregor Banwell Fence Co., Ltd., Walkerville, Ont.
Radiant Electric Co., Ltd., Grimsby, Ont.
Butterworth Foundry Co., Ltd., Ottawa, Ont.
James Smart Mfg. Co., Ltd., Brockville, Ont.
Beach Foundry Co., Ltd., Winchester, Ont.

(Continued on page 46.)

HARDWARE AND METAL

VOL. XXV. No. 45 Toronto, Canada, November 8, 1913 Two Dollars per Year

THE ATLANTIC CITY CONVENTION

THE ANNUAL convention of American Hardware Manufacturers and Wholesalers held at Atlantic City is of increasing interest and importance each year. That it is becoming an event with far-reaching influence is apparent. The number of Canadians who attend is growing larger each year, evidencing an increasing appreciation among the manufacturers and jobbers of this country of the benefits to be obtained from gatherings of this nature. The obvious suggestion presented itself that a similar convention in Canada would be productive of much good. If manufacturer, jobber and retailer could come together on a common footing for the discussion of problems of vital import, the result would be found in the general improvement of trade conditions.

* * *

A striking feature was the address of President Noyes. The president, though a comparatively young man, was one of the most forceful personalities at the convention, and his address bristled with home-thrust comment on existing conditions. He gave considerable time to the topic of service. "I worship service," was his terse delineation of creed. He thus summed up his ideal service as applied to manufacturing: "I will make an article that is really wanted and useful. I will make it the best I can. I will organize my factory so that I can make it as economically as present conditions will allow it to be made."

Service is equally important in the retail branches of the trade. The retailer might well adopt President Noyes' declaration to suit his own requirements. "I will handle the goods that are really wanted and useful. I will retail them in the best way I can. I will organize my store so that I can handle them as economically as present conditions will allow them to be handled." Acting up to these precepts, the retailer would see his business flourish and his profits grow.

CHRISTMAS ADVERTISING.

The public watch advertisements more closely during the Christmas shopping season than at any other time of the year. People have a direct interest in the advertisements; a certain number of gifts must be bought within a specified time. Now the selection of Christmas gifts is not the easiest matter in the world. The taste of the proposed recipient and the funds at the disposal of the donor must be taken into consideration. In addition, the general desire to give original gifts makes the selection much more difficult. People turn, therefore, to the newspapers for suggestions. The advertisement, which is the most suggestive and practical, is the one which will be the most resourceful at this season of the year.

The paramount consideration with the ad. writer during the Christmas season, therefore, is to make his ads. full of suggestive and practical matter for the reader. The main consideration is to quote a wide variety of lines and to give some interesting information about each one. Lengthy introductions and expressions of good will are, in a sense, so much waste of space. The space thus taken up could be better used by quoting prices and giving descriptions of lines which would be of practical assistance to readers. One of the best Christmas ads seen last year was made up of seven parallel columns of matter, printed in small type, containing descriptions of an infinite variety of lines, suitable for gift giving. Each article was described in a few terse words, and the price was quoted in large figures. This advertisement contained a wealth of suggestions for the shopper, and as a result was one of the most resultful that the firm in question had ever published.

SUSTAINING PAINT SALES.

To keep the paint department busy the whole year around, is the laudable ambition of every hardware and paint dealer. To make the six months of the year, when winter weather prevails, profitable ones in the paint department, is a development which to some may seem almost impossible. And yet experience teaches that, where the dealer conducts his merchandising campaign on progressive principles, it is not a difficult matter to bring trade in paint and paint specialties during the winter months.

The winter months are indoor months when, as a contemporary remarked, "the homemakers come into their own, when the family circle is re-united after the diversions of the outdoor months, and when the hospitalities and gayeties of the social season are enjoyed in their best setting." When so much time is spent within the home, it is natural that people should desire to have the interior of the home as artistic and pleasing as possible. This is only possible where every effort is made to keep the interior brightly finished. One of the highest functions of the retail hardwareman is to supply the necessary material to make the home a tasteful and helpful setting for the season of indoor activities. Many people are not aware that their home can be improved so wonderfully at so small an expenditure, as is required for the purchase of interior paints, varnishes and stains, and it is, therefore, a duty of the hardwareman to keep them fully informed on this important subject. This should be done by advertising—and by advertising we do not mean simply

the use of printer's ink alone, but also the proper displaying of the goods in the store and in the store windows.

At the present time the retail merchant should be extending his energy in the task of acquainting people with the value of the many specialties which he carries for the purpose of home beautification. Advertisements should be run, pointing out the necessity of preparing for the indoor months. The near approach of Christmas will add strength to this appeal, inasmuch as most people are desirous of having their homes looking in the most attractive form for the Christmas activities. The early months of December should be active months in the paint department.

THE BUSINESS SITUATION.

THERE IS one point on which all are agreed: That a real cold spell is needed to start trade going along normal lines. Although the volume of business being done is quite satisfactory under all circumstances, there is not yet a normally seasonable demand for winter goods. Until cold weather arrives, a certain proportion of merchants will hold back, only ordering when the weather man gives them undeniable evidence that it is time to start. This is particularly true as regards the stove lines. Wholesalers and retailers alike, unite in a fervent wish for a spell of severe weather.

On the whole, the business outlook is good. Conditions have most appreciably improved in the West. A larger volume of trade is being done in the Western provinces in all lines. Bank deposits have started to grow, while loans have begun to show a shrinkage, significant proof of the dawn of "better times" there. In some respects, the trade dullness seems to have shifted and come further East, for more complaints have been heard from the Eastern provinces recently.

It is now unanimously agreed, however, that the new year will herald in better conditions all around. Manufacturers speak cheerfully of the outlook and there is no trace of any feeling but that of optimism among retailers.

It was stated some time ago that financial men did not anticipate any marked improvement in money matters until the first of the year. Subsequent events have demonstrated the wisdom of this view, for money is still pretty tight. There are signs, however, which indicate that things are reaching a stage where rapid improvement will set in.

POINTED EDITORIALS.

Why burden yourself with detail? Systematize your store.

* * *

Just 46 days to Christmas. Time to get the public interested.

* * *

Financial conditions will show a marked improvement by the first of the year.

* * *

The building up of a proper store system will relieve the proprietor of the bulk of the detail work.

* * *

"The principal ingredient in luck," says the junior clerk," is common sense. It divides first place with hard work.

* * *

It is early to make predictions about "Hardware Week" at Ottawa next February, but everything points to a very large attendance.

Fire Loss in Canada

ATTENTION has several times been called in the columns of Hardware and Metal to the disturbingly large fire loss in Canada. That the fire loss in this country is the largest in the world is established in a recent copy of the Conservation Commission bulletin.

The per capita loss in Canada in cities of over 20,000 population, it is pointed out, was $2.88 last year. In the United States it was $2.55, in France it was 84 cents, and in England 54 cents. The discrepancy between the figures as applied to American and to European countries is most significant. The loss n Canada is more than five times larger than in England.

And it is not hard to understand this difference. In Canada the only facilities provided are for stopping fires. In England the object strived after is to prevent fires. Rigid inspection of buildngs as to suitability of construction, heating and wiring goes a long way to prevent losses in the old country. A fire there is regarded as little short of a public calamity, to be investigated and tested, with an eye to finding the means of preventing similar occurrences. In Canada a fire is a detail, a regular incident in the course of the day which attracts interest only when it is accompanied by loss of life. As the Conservation Bulletin says: "Unless there is a loss of life our Canadian public regards destruction by fire with altogether too much complacency." Even where loss of life occurs, the complacency of the public is only temporarily disturbed.

Fire losses in Canada are attributable to carelessness both public and private. Public negligence is shown in the looseness of inspection and regulation of buildings. Structures not designed in any respect with an eye to safety are permitted to be built. Individual negligence is manifested in countless ways. People do not seem to care whether their homes, or stores, or factories, are properly safeguarded. They never enquire as to whether the wiring or piping in the house has been properly done. They leave matches around promiscuously, build bonfires, shoot off fireworks, dump live coals against fences and in innumerable other ways court visitation from the fire fiend. The huge fire loss in Canada is due purely and simply to the indifference of the authorities and the deplorable carelessness of the public.

This is a question which materially affects the retail merchant. Not only does it increase his risks of loss but it very materially adds to the amount of insurance that he has to pay. As long as the fire loss in Canada continues at this alarming rate, the merchant will have to foot the bill in the form of high rates.

Canada should not be content to rest under this unenviable notoriety. An effort should be made to stir the public conscience.

Show Card Suggestions



By Osborne Edwards

Suitable Show Cards for the Christmas Season

Cards Should be Made more Elaborate for This Time of Year—Ornamental Effects and Lettering in Colors Help to Give a Typical Air—They Should Be Done in Advance of the Rush Season—Cards Should be Suggestive.

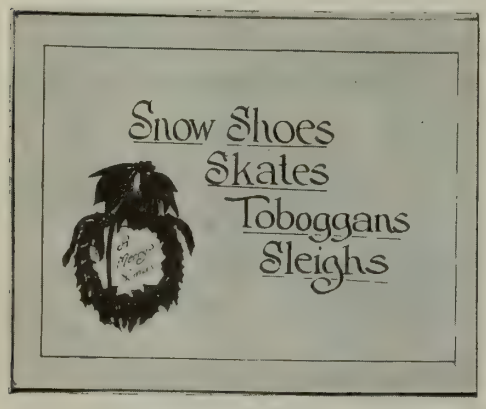
SUITABLE show and price cards are among the first essentials of a Christmas campaign. The Christmas shopping season is a time of rapid selection. People have many gifts to select and a very short time in which to do it. They go down town with a list of persons they must secure gifts for on that trip. The result is that they go rapidly from store to store, selecting the articles they first see which seem to meet their requirements.

The importance of cards, will, therefore, be readily understood. Rapid selection on the part of customers is thereby facilitated. People look at the cards and in this way learn something about the goods and ascertain what the prices are. This last is a very important consideration. It is true that many persons start out with only a vague idea of what they desire to buy, but in every case they have a fixed idea of what they intend to pay. They have decided that they can afford to pay a certain amount for the gift, for a certain person. They are, interested only in articles which come around that price. It is a certainty, that they will closely scrutinize price cards that they see in stores and windows in order to find what they can find for that set figure. It is important that the merchant should have cards both in the windows and throughout the store during the Christmas shopping season for that reason.

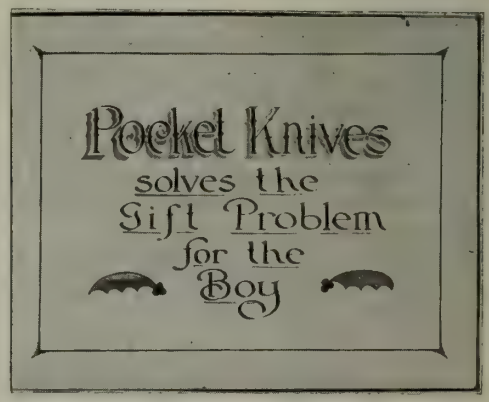
Some hardwaremen object to the use of price cards for various reasons. They contend that people see the price of an article which they desire, and if it is larger than they intend to pay, they go away, without giving the salesman a chance to dilate on the merits of that article. If the price had not been shown, they argue, the customer would have come to the store and the salesman would have had a chance to pay a little more than they had intended. This is the stock argument against the use of price tickets at any time of the year. While there is a modicum of truth in it, there are so many advantages attached that the merchant can afford to overlook what proves to be a disadvantage in some cases. It is probably true, that the best of results can be obtained from windows where very high class goods are shown when price cards are not included. People who can afford to pay the price of such articles can be depended upon to inquire the price from the salesman in the store. In every case, however, the lower priced goods should be shown with prices attached.

The store which offers the greatest facilities for rapid selections, will be the store which draws the largest share of the Christmas trade. The part that price cards play in rapid selection is too great to be overlooked.

In any case, whether price cards are used or not, the fullest use should be made of display cards. Each card, pointing out some of the merits of the articles shown, will go a long way towards bringing the customer to a decision.



Two Striking Cards



More Elaborate Cards.

The best rule to follow at ordinary times in the preparation of show cards for the hardware store, is to make them as simple as possible. A plain card with bold black lettering, generally serves the purpose. This rule can safely be deviated from, however, during the Christmas season. Cards at that time can be made more elaborate, with a certain amount of ornamentation suitable to the season. It is advisable, for instance, in fact it is even necessary, to have the cards with a certain amount of ornamentation such as holly wreaths, reindeers, Santa Claus, etc.

This will not, however, make the card more difficult to prepare. A suitable illustration can be clipped from some magazine or trade literature and pasted on the cards. The method to adopt in this particular instance has been outlined on previous occasions in Hardware and Metal. Colors should also be used more profusely during the Christmas season than at any other time of the year. While black lettering on a white card is most suitable for the ordinary occasions of the year, it is advisable during the Christmas season, to have the lettering done in red, green, and other colors of a more or less festive variety.

Some Card Suggestions.

The accompanying cards are suggestions offered by Hardware and Metal for the guidance of card writers during the coming season. These cards, or similar ones, could be prepared with very little trouble. The illustration in each case could be secured by clipping magazine drawings as previously described and pasting upon card. It will be observed on inspecting the suggestions that in no case does the decoration take up more than a very small space on the card. Some Ad.-writers make the mistake of covering the bulk of the card with holly and other decorative effects. The result is that the lettering is distinctly lost. In this way they defeat their own purpose for the lettering is after all, the important part. The decorations should be so arranged that the lettering should stand out prominently and attract the passerby at the first glance. Ornamental effects should serve no other purpose than that of a typical and suggestive background.

Make Them Suggestive.

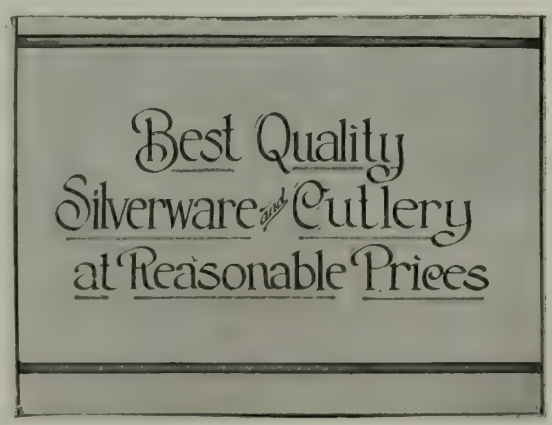
The chief function that the show card fulfills during the holiday season is that of suggestion. The average shopper goes about the selection of gifts in a state of rampant indecision. He is not only open to suggestion but is quite eager to be able to take advantage of ideas. For instance, he wants a gift for his boy. He sees a card in a store window: "Gifts for the boy." He crosses over to that window on the double quick and flattens his nose against the plate glass in an effort to appraise the goods shown with a view to their suitability. Make your cards say something. A card may have only a few words lettered on it but see to it that those few words contain a suggestion.



Practical Suggestions



For Coming Season



Do Work in Advance.

Before proceeding with a description of the suggestions shown herewith, it would be well to point out that card writers should have their work done well in advance. During the rush of the Christmas season, there will be little time to give to the preparation of show and price cards. In no case will it be possible to prepare cards of a special nature requiring particular care. If the card writer desires to do this work justice, it will be necessary for him to prepare all his work in advance. Furthermore the number of cards required will be very much larger than at any other time. Not only will the window displays be more "stocky" as the saying is, thereby necessitating a larger number of cards, to describe the goods shown, but a liberal distribution should be made of cards in all parts of the store. It should be borne in mind, that during the active Christmas shopping season, when the store is crowded salesmen cannot attend to all the customers and. while waiting their turn, people are bound to go about inspecting the store themselves. If there are cards to tell them something about the goods and acquaint them with the price, they do not need the assistance of the salesman in making selections. In the 5, 10 and 15 cent stores by the way, clerks are not really expected to sell goods during the Christmas rush. They make change and wrap up the goods. The customers pass along the aisles, scrutinize the goods, look at the price cards and make their own selections.

Description of Suggestions.

The "Christmas Greetings" card was lettered with a Sonnecken pen in black with dark grey shading on a white card. This card would look equally well, however, if lettered in more brilliant colors. Green shading would lend a pleasing touch of variety and color.

The electric heaters card was lettered in black with grey shading. Red and black were used for the bell decoration at the top left hand corner. This was done free hand and could very easily be copied.

An especially attractive card was that devoted to the chafing dish. This was lettered in black with grey shading. The flower effects in each corner were done in red and green, free hand. Similar de-

(Continued on page 46.)

The Atlantic City Convention a Big Success

Fifteen Hundred Delegates Attended Annual Joint Convention of National Hardware Association and American Manufacturers Association—Jobbers Meetings Discussed Cost of Distribution—Social Features Very Enjoyable.

N the fall of each year the members of the National Hardware Association and American Hardware Manufacturers' Association, foregather at Atlantic City in a joint convention which combines business and social features in a manner which makes the three days spent by the sea, a time of both profit and pleasure.

The 1913 convention was held last week from Wednesday to Friday, the headquarters being the famous Marlborough-Blenheim, where the large gathering was housed without crowding

As usual, a number of Canadian hardwaremen were in attendance, among those noticed being:

A. Prudhomme, A. Prudhomme & Fils, Montreal, President Canadian Wholesale Hardware Association; T. B. Williamson, H. S. Howland, Sons & Co., Toronto, Vice-Pres. C.W.H.A.; James Hardy, Secretary C.W.H.A.; Herb Seybold, Starke-Seybold Hardware Co., Montreal; Robt. Morrow, Wm. Stairs, Son & Morrow, Halifax; C. Magee, Welland Vale Mfg. Co., St. Catharines; S. H. Alexander, Wood, Vallance & Co., Hamilton; A. E. Dykes, J. H. Ashdown Hardware Co., Winnipeg; W. Wrigley, Canadian Hardware, Stove and Paint Journal; R. B. Huestis and J. G. Lorriman, Hardware and Metal.

In order to be present at the formal opening the greater part of the crowd reached Atlantic City on Tuesday, being augmented by the arrival of the Western Hardware Special, about noon. This train brought the delegates from Chicago and other western points, and the long trip together had served to get everybody well acquainted with everybody else and to pave the way for a thoroughly enjoyable time in Atlantic City.

Opening Meeting.

The opening meeting, Wednesday morning was a joint affair, though the chair was taken by W. D. Taylor, President of the National Hardware Association, who in delivering his annual address, traced the growth of the Association from its original 28 members in 1894, to its present membership, constituting one of the strongest trade organizations in the world.

At this session, Pierrepont B. Noyes, President of the American Hardware Manufacturers' Association, suggested that both jobbers and manufacturers should get together in at least one joint business meeting, and that, in the opening meeting of next year's convention, the annual address of the jobbers' President, should be followed by the annual address of the manufacturers' President.

President Noyes' Address.

On Wednesday afternoon, President Noyes, of the American Hardware Manufacturers' Association, delivered his address, in which he exhibited not only an intimate knowledge of business affairs, but also of the leading political and social questions of the day.

He said, in part:

"In the first place, we are naturally and logically interested in the distributive problem more than anything else. This Association was founded in connection with the distributors and naturally and logically we take up with them the special facts regarding the distributive system, and it naturally comes to us, if we are interested in the general principles, I speak of, to each year compare notes and see if we cannot get from each other a little new perspective of what the final result of evolution in distribution is going to be. There is no man in the world who can tell you or tell me now what the evolution of the distributive system is going to be. If he undertakes to, we all know he is a quack. But all such predictions as are of any value pretend to be nothing but approximations, and approximations come very fast when many heads get together, so I believe there is no more valuable function in the meetings that we have here than to stimulate each other towards these approximations.

Referring to distribution in that way, I analyze the history of the past twelve or fifteen years. Competition in the distribution of goods arrived at a very severe pass along in the nineties. It was really the father of the combination and the trust. The combination and the trust were the refuge from impossible conditions for very many manufacturers rushed into agreements and discovered that there was a refuge there. As happens in such cases, action produced reaction, and the abuses of the combination and trust system which go along with its advantages not only came into view, but came very much under the political eye, and within a few years combinations and associations and trusts became outlaws.

Manufacturers have realized that if they could not agree with their competitors so as to prevent this little harrassing of two and a half per cents. which finally destroys the manufacturer, he must get at the consumer. I believe in addition to the enormous work in that direction going forward now it is not simply a question of "shall we advertise;" advertising is merely one feature of it. In general it is the question of giving service and then letting the people that want that service know that you have it. I worship service. I believe it is the solution of all our troubles with our distributive and our industrial system. We are going to educate a race in the future that will place "service" above all other considerations. The manufacturer's first thought will be "I will make an article that is really wanted and useful; I will make it the best I can; I will organize my factory so I can make it as economically as present conditions will allow it to be made. Otherwise I am not a public servant." Then the distributive organizations and the consumer must know these facts. Advertising has turned out to be the leading way of accomplishing this, but there are other ways, and some of the best organized industries in the country are standing on their own legs irrespective of their competitors, and advertise very little. I am a great believer in advertising, but I do not limit it to that. We have come upon the day when manufacturers must make money by their reputation; using the word reputation not only for actually doing a good thing, but for having it known.

That principle having emerged, as I say, action is followed by reaction and we run against another snag. The problem to-day to manufacturers of trade marked goods is that the cut price stores and general stores are building themselves up on trade marked articles by cutting their price, cutting the price of an article of which the value is well known to every consumer so as to produce the impression in the purchaser's mind that in some way they can market that cheaper than in others and in the same way sell them a lot of unknown stuff cheaper. That is the snag the trade mark reputation immediately lodges on. We know that when a man takes an article which after the manufacturer has sold it and only legitimate expenses and profit have been added, should be sold for a dollar, and he sells it for eighty cents, he is going to make up the other twenty cents on something else, and he is going to make it his busi-

ness to find devious ways to market goods that the people do not know anything about. So that what every one of us should be studying, if what I have said is true of the present necessities is, should it not be made legitimate by the Government to restrict the prices at which trade marked articles, irrespective of patents, are sold to the public in such a way that they cannot be used as the football to destroy one man's reputation for a very small gain to some one else?''

Referring to the relation between capital and labor Mr. Noyes expressed a most intelligent sympathy with the man who works.

''The continual Bourbon struggle of capital,'' he said, ''to give labor less than its share is responsible for this question moving faster than it ought, perhaps, at the present time.

''I just want to add one thing to that: When first this labor question reached the point I speak of, manufacturers tried profit-sharing schemes and other similar devices, many of which proved failures, many not actual failures, have been only partial successes; and this has been for the very fundamental mistake in the spirit in which they were conceived. As I say, we are arriving at times when (this may sound sentimentally theoristic) we have to go back of the most ingenious social scheme to look at why and how it was done. Many schemes for profit-sharing have been like throwing a bone to a dog. Some of them have come from fear, like the throwing of food to pursuing wolves so they will stop while you get further away. Anything done in that spirit will never be a success. I do not believe you will ever solve this problem until you abandon ingenuity and come down to Christ's own doctrines, until you actually sympathize with those who are doing your work and take them more into partnership because you want to do it. In other words, I believe that we have not only, as capitalists and manufacturers, to give a larger share to those who are doing the work, but we have to give of ourselves, and that is the hardest thing to give.

''The struggle for a shorter day sounds expensive. The company I represent gave a nine-hour day long ago and it did not ruin us. I would grant an eight-hour day to-morrow if I did not know it would be abused. The minute we can get our laboring population to a point where that extra hour will be valuable to them, they will get an eight-hour.

''You get into a relation which doubles and trebles the value of your working force, but you cannot accomplish this by any ingenious scheme that starts with selfishness. Educating our hearts and sympathies will solve the labor problem.

''Going back to our own association, I think this year more than any other I want to call the Association's attention to the very loyal and efficient work of your executive committee and your advisory board and Mr. Mitchell. I say this without any flattery to any of them, and I say it with some humility because quite a little of their work is work I ought to have done. When I was honored with the nomination last year, I told Mr. Matthai I should be a dummy president. I have kept my word and you would have seen it if the men I speak of had not filled the gaps. A man with a little bad conscience always looks around for excuses, and I am no exception. I finally hit on this: So I said, 'Doesn't the doctor say that the body is in the best health when you feel nothing? Isn't a machine running best when it makes no noise?' The administration, so far as I have had to do with it, has made absolutely no noise whatever. This is also supported by a quotation, 'Happy that country whose annals are few.' Our annals, as far as I am responsible, are very few this year. I believe that the Association, just on account of the character of its membership, has gone forward in the way that progress goes, and that is silently. We do not want any skyrockets. We all know how skyrockets come down. What we want is to move steadily forward, finding what we can do to help each other so as to make easier our own daily work, and that of the jobber and the retailer. When we have done that, even if we cannot point to a glorious past and spectacular achievements, we will, I feel sure, be satisfied.''

Splendid Papers on Big Subjects.

The remaining sessions of the manufacturers were largely devoted to the reading of papers on big economic questions, and they brought out some data which will give the listeners something to think about for some time to come.

On Thursday morning, H. F. J. Porter, M.E., of New York, gave an address on ''Industrial Efficiency Through the Work of Associations'' covering that subject in a very comprehensive way. He was followed by Col. H. P. Bope, of the Carnegie Steel Co., Pittsburgh, Pa., who spoke on the big subject of ''Business Ethics.'' Col. Bope made the point that the era of destructive criticism of business ethics, was about over,



Scenes at Atlantic City: On the board walk; on the beach; a view of the Marlboro-Blenheim.

after having done much good, and some harm. The country is now ready for another forward movement, for a greater ethical expansion, which can only proceed by processes of construction and not by those of destruction.

On Thursday afternoon, an address on methods of protecting the lives of employees, was illustrated by moving picture films showing fire drills being executed in various large manufacturing plants in the State of New Jersey. Other views showed devices for protecting dangerous machines so as to minimize accidents. This novel feature was greatly appreciated by the manufacturers present.

The last important paper to be delivered before the convention, was given by Hon. Joseph E. Davies, Commissioner of Corporations, Washington, D.C., on "Government—Its Relation to Evolution in Industry.

New Officers Elected.

The American Hardware Manufacturers' Association elected the following officers for the ensuing year:—

President.—N. A. Gladding, E. C. Atkins & Co., Indianapolis, Ind.

First Vice-President.—Wm. N. Matthai, National Enameling & Stamping Co., Baltimore.

Second Vice-President.—Henry R. Towne, Yale & Towne, New York.

Third Vice-President.—Chas. J. Graham, Graham Nut Co., Pittsburgh, Pa.

Secretary-Treasurer.—F. D. Mitchell, New York.

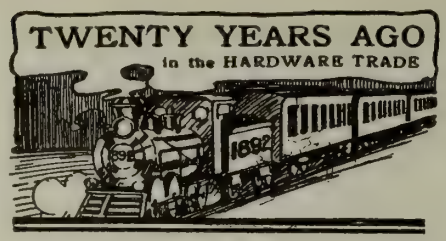
Entertainment Features.

As usual, the social part of the big convention was very prominent, more especially as a large number of the delegates had brought their wives.

On Wednesday evening, a brilliant ball was given in the ball room of the Marlborough Blenheim. During the evening, the latest dances were exemplified by professional talent, and this feature proved very popular.

On Thursday evening, the entire Savoy Theatre was reserved for the Convention, and, in fact, Chairman Geo. Harper of the Entertainment Committee had an impossible task to divide eleven hundred seats among fifteen hundred Conventionites. Those who had brought their ladies with them were given the preference. The bill was an exceptionally good one, and a most enjoyable evening was spent. All the ladies present received boxes of chocolates, while the men were given neat boxes containing cigars.

The final event in the social program was an Impromptu, held in the Marlborough-Blenheim, Friday evening. At its conclusion the Convention came to an end, with everyone more than satisfied with both the business and entertainment features that had been provided.



The following items were taken from the issue of Hardware and Metal of November 11, 1893:—

"A Hardware and Metal representative was shown through Wheeler & Bain's hardware store, Toronto, and was initiated into the various ins and outs of their furnace and stove works. The firm have received a contract to place furnaces in the Fort William jail."

Editor's Note.—Wheeler & Bain are in business still in Toronto, and have considerably widened the scope of their operations. They no longer do a retail hardware business, but carry on an extensive tinsmithing and furnace connection. They are also manufacturers of eavetroughing and other lines.

* * *

"The Moffat Stove Co. of Weston will begin operations shortly."

Editor's Note.—The Moffat Stove Co. now take rank among the leading stove manufacturers in Canada. Their works at Weston have been increased many times over, and branches have been established in the West.

* * *

"T. B. Lee, of Rice Lewis & Son has just returned from New York and compares business here with that in the United States most favorably to the former."

Editor's Note.—Mr. Lee has been for many years in business as a hardware wholesaler, with headquarters on Front Street East, Toronto.

* * *

"Among the hardware merchants in Toronto this week were: A. Lamont, of Mount Forest; M. Clement, of Clement & Co., Bolton; J. Hagerman, of Zephyr; G. Marter, of Gravenhurst; Fred Hatch, of Hatch Bros., Whitby; L. Privat, of Williamsford; J. Peaker, of Peaker & Son, Brampton."

Editor's Note.—Of this list the majority are not now in the hardware business. J. Hagerman, of Zephyr, and L. Privat, of Williamsford, are still in business. Peaker & Son, of Brampton, sold out a few years ago to the Brampton Hardware Co.

SUITABLE SHOW CARDS.

(Continued from page 43.)

signs could be clipped out and pasted on, thus saving much time.

The silverware and cutlery card was lettered in black with a light green outline around the capitals. The underlines were done in grey.

Snow shoes, skates, etc., are features on one of the most attractive cards of all. This was lettered in black without shading, the wreath being done in black, red and green.

The pocket knife card is a striking one, presenting an attractive diversity in lettering.

All the cards were lettered with the Sonnecken pen and could be copied without difficulty by an experienced cardwriter.

It will be noted that no prices are quoted. Small price tags should be used for individual articles in conjunction with show cards of this description.

ATTENDANCE AT OTTAWA.

(Continued from page 39.)

Grand Trunk Railway System, Montreal, Que.
Dustbane Mfg. Co., Ltd., Ottawa, Ont.
Grant-Holden Graham, Ltd., Ottawa, Ont.
Renfrew Elec. Mfg. Co., Ltd., Renfrew, Ont.
Steel Equipment Co., Ltd., Ottawa, Ont.
Barr Register, Ltd., Trenton, Ont.
E. B. Eddy Co., Ltd., Ottawa, Ont.
Dominion Cartage Co., Ltd., Montreal, Que.
Pedlar People, Oshawa, Ont.
McFarlane, Douglas Co., Ltd., Ottawa, Ont.
Canada Brush Co., St. John, N.B.
Springer Lock Mfg. Co., Ltd., Belleville, Ont.
Le Prix Courant, Montreal, Que.
The Canada Metal Co., Toronto, Ont.
Ottawa Paint Works, Ottawa, Ont.
D. F. Jones Mfg. Co., Gananoque, Ont.
The Montreal Herald, Montreal, Que.
The Montreal Gazette, Montreal, Que.
Frost Wire Fence Co., Hamilton, Ont.

Montreal, Que.—The following manufacturers' representatives were in Montreal during the past week: A. J. Turner, of C. H. Childs Co., Utica, N.Y.; P. G. Underwood, of the Moore Push Pin Co., Philadelphia; O. Auer Bach, of L. Simon Co., Toronto; W. C. Schlax, of Heller Bros., Newark, N.J.; W. W. Mack, of W. H. Sweeney Manufacturing Co., Brooklyn, N.Y.; G. B. Huilburt, of Wilcox Crittenden & Co., Middletown, Conn.; Alex. Wilson, of S. E. Howards, Son & Co., New York.

Parade, Baking Contest and Demonstration

Methods Adopted by Jas. McGregor, of Oakville, to Arouse Interest in His Stove Store—Attendance at Demonstrations Was Large — Some Stoves Were Sold and a Good Prospect List Secured.



Special stove store of Jas. McGregor, Oakville, Ont.

IN order to gain publicity for a stove demonstration to be held in his store on Sept. 19 and 20, Jas. McGregor, hardwareman and stove merchant, Oakville, Ont., conducted a street parade, a cake-baking contest, employed a band, and used hand bills, posters and newspaper advertisements.

He also secured the services of a special demonstrator and a salesman from the factory to assist him with the demonstration. Mr. McGregor reports that the demonstration was an unqualified success and in addition to making a number of sales he has secured a good list of prospects.

The demonstration was arranged for Friday and Saturday, Sept. 19 and 20, and was advertised in the local papers and with hand bills, etc., some weeks in advance.

A cake baking contest was also advertised, the only condition being that each entry had to be accompanied by a note giving the name of the stove in which the cake was baked and also giving information as to when the stove had been purchased. A cash prize of ten dollars was offered for the best baked cake, and three prominent ladies in the vicinity were to act as judges of the contest.

The Street Parade.

A street parade was also advertised to take place on the Thursday previous to the demonstration, on which day a car-load of stoves and furnaces purchased by Mr. McGregor, would be unloaded.

One of the accompanying views shows the parade in which 12 or 13 large wagons are shown preceded by a band in Mr. McGregor's automobile.

Large banners announcing the demonstration and baking contest were attached to the sides of the wagons. The street parade passed along all the principal streets of the town and much publicity was gained in this manner.

Thirty Cakes Entered.

Considerable interest was manifested in the cake baking contest and there were about thirty entries.

The names of the contestants did not appear on the cakes. Numbers were used as a means of identification and much speculation existed as to who would be the fortunate winner.

Large crowds in Store.

On Friday and Saturday the two days of the demonstration the store was visited by large numbers of people, many of whom had come in many miles from the surrounding country districts.

Several sales were made and the names of a large number of prospects were secured.

Has Special Stove Store.

Mr. McGregor has two stores in Oakville, one of which is devoted entirely to the display of stoves and furnaces. The demonstration was given in the special stove store.

The special stove store is used as a stove and furnace display store during all seasons of the year..

During the summer months such lines as coal oil cooking stoves, gas ranges, etc., are exhibited.

The stove department is in charge of Roy McGregor, who takes a great personal interest in matters pertaining to the stove trade.



Parade conducted by Jas. McGregor, Oakville, to gain publicity for stove department — Putting up posters announcing demonstration.

Prompting Customers to Systematic Shopping

The Disadvantage Entailed on the Merchant by the Public of Leaving Christmas Shopping Until the Very Last Moment—This Can Be Overcome Only by the Retailer Making An Early Start Himself and by a Continuous Publicity Campaign.

THE period preceding Christmas, which is given over to holiday shopping, would be a period of almost unprecendented profit for the retail merchant if it were not for one circumstance. The shopping, which should be more or less evenly distributed over a period of a month or six weeks, is generally left until the last week. People postpone their shopping until the last moment. The result is that during the last two weeks before Christmas the stores are crowded, and are forced to handle a larger volume of business than they have the facilities for. In other words, the stores must handle more business than they can do with profit to themselves and perfect satisfaction to the customer.

In order to handle the Christmas trade with the best degree of satisfaction merchants are forced to make special efforts to put on a larger staff, and in every way to exert the service facilities of their stores to the highest possible degree.

The result is that not as much business is done as would otherwise have been the case. Customers have not the time to make proper selection of gifts, generally taking the first thing they find which seems to answer their requirements. Salesmen have not the opportunity to induce customers to purchase gifts which would suit them best. Thus it is, generally speaking, a case of take the first thing which presents itself and which costs the desired amount.

There are, of course, people who carry out their Christmas shopping on a systematic basis. Many plan well in advance what they intend to purchase, and proceed to carry out these plans in the most systematic way. Frequently many of the desired articles will have been secured several weeks before the holiday. These persons, however, are the exception which prove the rule. The average person leaves his or her shopping until the last week, or in a great many cases until the very last day. Procrastination, which is the thief of time, is also the bane of the retail merchant, for it leads to a large majority of people leaving their shopping until Christmas Eve, and expecting the merchant to give them the same service and the same selection which they would have had had they attempted to carry out their shopping at a more seasonable and reasonable time.

The last minute shopper, as previously remarked, very frequently waits until Christmas Eve before seriously settling down to the task of selecting gifts for relatives and friends. About eight o'clock on Christmas Eve this irresponsible person hurries down town, rushes madly into the stores, buys presents right and left, without due regard to the likes and dislikes of the intended recipient. He encounters, on his travels from store to store, countless other persons on the same errand, and the result is a complete turmoil everywhere. The store staffs are so rushed that they cannot give proper attention to the persons they are waiting on; in fact, they frequently have to wait upon four or five parties at the same time. Deliveries cannot be made. Everything is in topsy-turvy condition. It is generally the case that the store staffs have to work until well after midnight on Christmas Eve in order to catch upon the business which pours in at the last moment through the procrastination of Christmas shoppers.

The Public Suffers.

In the first place, this practice, which is so unfortunately common, results in the public not getting as much satisfaction as they desire. By the time that most people get down to serious Christmas shopping the stock in the various stores has been picked over, and only a meagre selection is left. It is safe to assert that no person who leaves shopping until the last moment in this way is ever able to make up his or her list satisfactorily.

But More So the Merchant.

But the chief brunt is borne by the merchant himself. It is, therefore, incumbent upon him to improve conditions as far as lies in his power. If he can induce more people to make their purchases at an earlier date his own profit will be increased in accordance therewith.

There is only one way in which this can be done. The merchant must keep continually impressing upon the public the importance to themselves of doing their shopping before the real rush begins. This can be done by starting to display Christmas goods early, by advertising early and continuously, and by impressing upon people the fact that Christmas is growing closer all the time. It should be borne in mind that the average person does not leave shopping until the last moment through malice aforethought but rather through carelessness. "I will leave that off until tomorrow," is the mental attitude of the average person to the question of shopping. But, as in everything else, tomorrow never comes. In this way, they keep leaving it off day after day until the very last moment, when it is impossible to leave it off any further. It is only this fact that finally does force some people to get down to business. If proper methods were taken to keep before the minds of such people the fact that Christmas is growing closer all the time, it is certain that they could be induced to start their work of gift selection long before the time they do when left to their own resolutions.

If the merchants in town were to start early in December to talk Christmas and to bring the suggestion of Christmas prominently forward in many ways, the result would be the shifting of the burden of Christmas shopping from the last few days to a period of two or three weeks previous to the holiday.

Is the Merchant to Blame?

It is perhaps the merchant who is to blame in the first place. A good many retail merchants do not begin to seriously cater to the Christmas trade until the last two weeks. About that time they begin to show Christmas goods in their store, to put in attractive window trims of articles suitable for gift giving, and to put holly and other decorations throughout the store which suggests Christmas to customers. If this work were to be commenced a fortnight previous, the result would be an equal acceleration in the shopping gait of the public.

Merchants Combine.

In some places the rule has been followed for merchants to get together and plan out a systematic early shopping campaign. The result is that all the stores in town begin early to show Christmas goods, the advertising columns of the newspapers are full of suggestions to customers, on every hand there is the suggestion that Christmas is growing closer; and the result is that the public begins early to lay in a supply of Christmas gifts. Where merchants combine in this laudable endeavor,

(Continued on page 53.)



What Other Hardwaremen Do

Firm Uses Post Cards—Uses Monthly Calendar—Strange but True—Conduct Demonstration—Prepay Charges—Securing the Skate Trade.

USES MONTHLY CALENDAR.

Instead of distributing a calendar at Chirstmas, the J. C. Wanless hardware store, Chatham, Ont., has adopted the plan of sending out every month to a selected list of customers and prospects an attractive calendar postcard. The postcard, besides an attractive art reproduction and the monthly calendar, contains some well worded and seasonable reminders. On the calendar side is the firm name, and on the address side, in the space reserved for correspondence, is a neatly worded talk on seasonable lines. That for October was as follows:

"You'll have more to be thankful for if you get your kitchen tools for preparing the Thanksgiving dinner from this complete stock, Keen cutlery, roasters, pots, pans, kettles — everything you're likely to need, all priced so as to make it a 'good purchase' for you."

"And all the other seasonable goods in the hardware line — snow-shovels, skates, sleds, oil and coal heaters, cooking stoves, and ranges, coal scoops, hods, and ash-sifters, and—well, if it's in our line, it's here; or we'll get it for you in a hurry.

J. C. WANLESS,
"Chatham, Ontario."

For city trade the cards are sent out in sealed envelopes, to avoid being defaced. A perforation at the upper end facilitates hanging on a wall or elsewhere, as the recipient may desire.

PREPAY CHARGES.

Latham's Hardware, Moose Jaw., Man., have made a special feature this fall of "Shooters' Supplies." In their newspaper advertisements prices were quoted on the various lines offered and in order to secure out of town trade the firm offered to prepay charges on all orders of $10.00 or over, cash accompanying order.

STRANGE BUT TRUE.

"Just look at that," said the sales manager of one of the big Winnipeg jobbing houses, to a representative of Hardware and Metal, who called on him the other day. "That," was a rush order card from a country merchant.

This merchant wanted two stoves, a case of axe handles, cow chains, rope, and other stuff much in demand just now in farming districts. His order was "rush." But it was unsigned. The card had no post mark. The writing was unfamiliar to the sales manager. What could he do?

Now this is not an isolated case. This sales manager says that he has to cope with a dozen such propositions every week. Sometimes he can fill the orders because he knows by the post mark and writing where they came from, but it is taking a risk.

That country merchant is probably blaming the wholesale house for delay. His customers are blaming him or have gone elsewhere. It is all right to rush things but when the rush is so great that there is no time to sign an order it is time to call a halt and go a little slower next time.

FIRM USES POST CARDS.

Ritchie & Allen, Limited, 1000 Bloor Street West, Toronto, formerly of Okotoks, Alta., are endeavoring to advertise their new store and have adopted a plan whereby they are sending out a series of post cards to a mailing list of residents living in the locality of their store.

On the face of the card in the space used for correspondence a message along the following line appears:—"This is a good proposition to consider, James." On the reverse side of the card a cut illustrating seasonable lines of hardware is shown. The cut is accompanied by suitable reading matter.

Mr. Allen states that several enquiries have been received as a result of sending out the cards.

SECURING THE SKATE TRADE.

The Drake Hardware Co., Ltd., Victoria, B.C., are believers in getting an early start in the skate business and in the daily newspaper of Oct. 29, their ad. appeared featuring skates and skating boots.

Prices were quoted on both boots and skates and no doubt many intending purchasers of skates would be greatly interested in the advertisement.

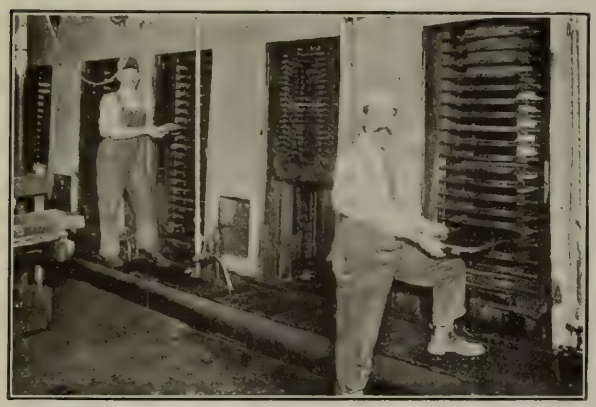
During recent years the skate line has been taken up to a considerable extent by boot and shoe dealers in some sections of the country. These dealers sell the skates along with hockey boots. In some towns and cities a large amount of the skate business has slipped away from the hardware dealer and into the hands of the boot and shoe dealer.

In other places the hardware dealers have been alive to the situation and taken steps to hold the skate trade which has from time immemorial been a hardware line. Skates have always been considered one of the best selling winter lines with the hardware dealer and it is only in recent years that inroads have been made in the hardwareman's territory. If the shoe dealer can successfully sell skates along with shoes why should the hardware dealer not undertake to sell sporting boots along with skates.

The Drake Hardware Co. is one of the hardware firms working on this policy.

CONDUCT DEMONSTRATION.

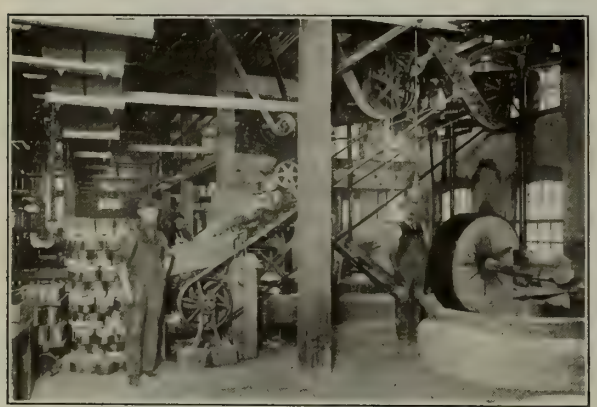
The Fire Co. Agency, Macleod, Alta., held a demonstration on Nov. 1, in which they demonstrated stove attachments, ranges, heaters, etc. A cup of tea and a lunch was served to each visitor at the demonstration.



A view of the hydraulic presses which extract linseed oil.



Large storage tanks where CP Linseed Oil is properly aged.



A five-ton chaser and heavy rolls in our White Lead department.

The success of a manufacturing concern depends on its power to serve its customers.

The ability to serve its customers well, depends on the facilities of any concern. Probably no other paint and varnish manufacturer in Canada has better and more complete facilities for the making of satisfactory products than The Canada Paint Co., Ltd.

CP TRADE MARK

Your customers look to you for satisfaction in the paints and varnishes you sell them. They don't hold responsible the Manufacturer who makes the goods as much as they do the man from whom they buy. For this reason it is of greatest importance that you can depend on the quality of the goods you sell.

THE CANADA PAINT CO. LIMITED

IN the making of high quality paints, varnishes, stains, enamels, colors, etc., the raw materials must be right to start with. In order that we may know the raw materials we use are always right and of uniform high quality, we manufacture the most important of these materials ourselves. In our Linseed Oil Mills at Winnipeg, in the midst of the Western Prairies where the best quality flax seed is grown, we press our linseed oil. Our processes of cleaning the seed—crushing, heating and pressing it, and the filtering and aging of the oil are the result of our years of experience in learning the best way of doing things to get the right results. Pure Linseed Oil is the most important ingredient in all paints and varnishes which must withstand hard wear or exposure to the weather. It combines with the pigment or gums, and forms the protecting film making the surface impervious to moisture.



Loading a charge of ore (oxide of iron) into furnace at Red Mill to be calcined.



A mill grinding the calcined oxides and one of the machines that pack the barrels ready for shipment.

At Red Mill, Quebec, we own the largest and purest deposit of oxides, used for paint purposes, on the continent. Some of these oxides test 93% pure as mined. Imported oxides rarely run over 55% pure. This part of our facilities is an industry in itself, our equipment for calcining, grinding and levigating these oxides is complete, even to our industrial railroad for bringing the ore to the plant.

Our chemical dry colors are made in our up-to-date plant at Montreal, under the supervision of expert dry color makers. The colors are made by precipitation in large tanks. After the paste colors settle to the bottom and are thoroughly washed and dried in the drying kilns, they are ground to impalpable fineness in powerful mills. The Canada Paint Company's dry colors have no superior on the market, and we are able to produce better quality goods at a lower cost than would be possible if we did not have these facilities.

Our Varnish Factory has the latest equipment for melting and cooking the various varnish gums, and the preparation of the necessary liquids for thinning. High pressure filtering presses remove all sediment, giving the varnishes clearness and brilliancy. Large storage capacity allows us to hold the varnish for proper aging.

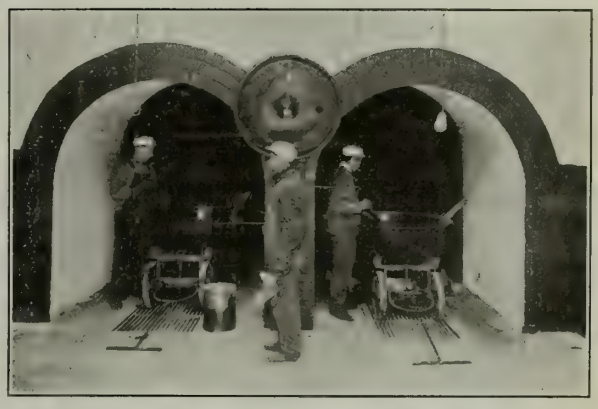
We are particularly proud of our Grinding and Mixing Department which has a capacity for turning out thousands of gallons a day. Many of the mills are of our own design as the mixing and grinding is a very important feature in the manufacture of good quality paints, both paste and liquid. Unless the materials are combined by the proper processes, they do not have the smoothness, covering capacity, clearness of tone, and durability.

There is no company in Canada that has better facilities for the manufacturing of the very highest quality paints and varnishes. The registered trade mark of The Canada Paint Co. is your protection in buying products of this character. The Canada Paint Co.'s proposition this year is stronger and better in every way than ever before. Our method of helping our agents move the goods from their shelves will interest you. If you will push CP products our plans will help you do a profitable paint business. A request for one of our Representatives to call on you will put you under no obligation to buy.

THE CANADA PAINT CO.
LIMITED
MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
PAINTS-COLORS VARNISHES (CP TRADE MARK) **STAINS-ENAMELS LINSEED OILS**



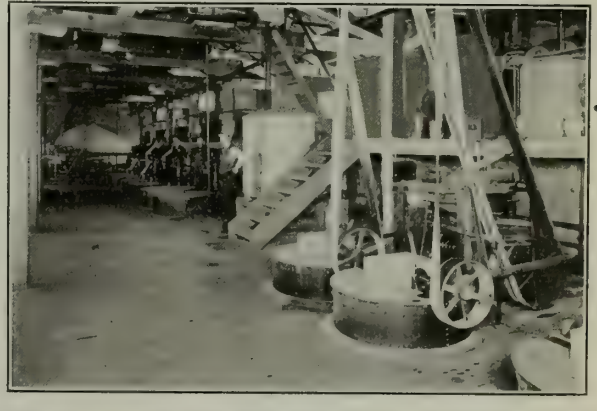
After drying in the kilns the dry colors are ground in these mills.



Fires in our varnish cooking room.



There are 26 of these 600 gallon varnish tanks in this room.



This group of our up-to-date mills can turn out 2,250 gallons a day.



Immense wooden tanks in which we make our dry colors.

Current News of the Hardware Trade

Companies Incorporated.

The Van Buren Excavator Co., capital stock $75,000; head office Toronto; to carry on the business of manufacturers of iron and wood-working tools and machinery, of iron founders, metal workers, etc.

Napoleon, Mill, Ltd., capital stock $75,000; head office Drummondville, Que.; to manufacture wind mills, etc.

La Cie des Chargeurs Beaudry, Limitee, capital stock $49,000; head office Courcelles, Que.; to manufacture and deal in articles into which wood and metal enters.

Ontario Companies Incorporated.

Geo. H. Gillespie & Co., Madoc, Ont., capital $150,000; to manufacture and deal in limestone, cement, lime, etc.

Northern Building Material and Iron Co., capitalized at $50,000; to carry on the business of wholesale and retail merchants in all kinds of builders' materials, iron and steel, etc.

Death of W. A. Hoagg.

The death occurred at Brantford, Ont., of William A. Hoagg in his 73rd year.

The late Mr. Hoagg was for a number of years a travelling salesman for the Wm. Buck Stove Co., and was well known to hardware dealers throughout the province. His wife and one son survive.

Death of A. G. Rodgers.

Ashmead Gray Rodgers, for twelve years superintendent of The Carborundum Company's plant at Niagara Falls, died October 23, as the result of injuries sustained through an accident October 5. Mr. Rodgers had a host of friends and acquaintances throughout the mechanical and chemical world and they will sincerely feel the loss of a man who was so pleasing in personality, democratic in his attitude to others and so capable in his chosen line of work. Mr. Rodgers was a native of Albany, N.Y., having been born there in 1872. Previous to his coming to The Carborundum Company as superintendent, he was superintendent of the Eddy Electrical Company, of Hartford, Conn.

Going Hunting.

H. Occomore, Guelph, Ont., President, The Ontario Retail Hardware and Stove Dealers' Association, is one of a number of sportsmen who are leaving on a hunting expedition to Northern Ontario on November 10. The party will include two clergymen and the bunch should be a well behaved one.

Business Changes.

Jubilee, B.C.—H. J. Brown is reported discontinuing his hardware and grocery business here.

Enderby, B.C.—A. Fulton has taken over the hardware business of W. Hutchinson.

Calgary, Alta.—The stock of the Calgary Hardware Co. has been sold to H. S. Wright.

Vancouver, B.C.—The Monarch Mfg. Co., manufacturers of polishes, etc., have discontinued business here.

Toronto, Ont.—The Acme Hardware and Plumbing Co. are dissolving partnership. Jas. H. Smith continuing under the name of Acme Hardware Co.

Vancouver, B.C.—The Royal Plumbing and Heating Co. have dissolved partnership. J. H. Simpson will conduct the business in the future.

Armstrong, B.C.—A. E. Morgan & Co. have disposed of their hardware and grocery business to Fred L. Simington who will take possession on December 10.

New Firms.

Port Dover, Ont.—J. G. James has opened a new hardware store here.

Winnipeg, Man.—Dykeman & Holestran have started a hardware business.

Woodrow, Sask.—E. H. Johnson is starting a hardware business.

Saskatoon, Sask.—James Schwartz has started an auto specialty store.

Shackleton, Sask.—Heath & Morrey have started a hardware store.

Tramping Lake, Sask.—It is reported that J. Thompsett will open a hardware store.

Enderby, B.C.—Charles Opperthauser intends opening a new hardware store here.

Montreal, Que.—Phenix & Girard, hardware and furniture. Philiza Phenix and Auguste Girard registered.

Toronto, Ont.—B. Tonby, 75 Fifth Ave., New York, representing Reinhold, Schlegtmilch, of Germany, has leased a store at 164 King St. W. where he will open a cut glass and porcelain business.

Fire Losses.

Montreal, Que.—The Factory Waste and Metal Co. have suffered a fire loss.

Montreal, Que.—The Dominion Machinery Co. have suffered a fire loss.

Strome, Alta.—Fire destroyed the general store of Douglas Bros.

Montreal, Que.—The Ives Modern Bedstead Co. warehouse here was damaged by fire.

Personal Notes.

S. E. Leavitt, of the travelling staff of the Ashdown Hardware Co., Winnipeg, was recently married at Saskatoon.

Montreal, Que.—Dr. Max Schmidt, of Peter Ludwig Schmidt, Germany, is spending a few days in Montreal.

Montreal, Que.—James Hossack, representing the Lufkin Rule & Level Co., of Windsor, Ont., was calling on the trade here last week.

J. E. Smith, manager of the Dauphin Hardware Co., Dauphin, Man., was a recent visitor in Winnipeg with his bride, and during his visit made calls upon the trade.

H. G. Bentley, who formerly represented the Ashdown Hardware Co. in Northern Saskatchewan and Alberta has been succeeded by D. B. Thompson.

M. Lionel Harvey, manager Burrow, Stewart & Milne Co., Winnipeg, is on a business trip West and will visit all important centres.

H. Wearn, of the Canadian Copper Co., Sudbury, has just returned from Europe, where he inspected several smelting plants.

J. H. Plummer, president of the Dominion Iron and Steel Co., who is in England, visited the Cleveland district, and will also visit Germany.

C. W. Sherman, president of the Dominion Steel Foundries Co., Hamilton, is in the Maritime Provinces on a business trip.

John A. Brown, a director of the Forth and Clyde and Sunnyside Iron Co., was in Vancouver last week. He is on a pleasure tour through Canada.

H. R. Wilkes, manager of the Fort William branch of the Canadian Fairbanks-Morse Co., was married on Wednesday, November 5, to Miss Bessie Smythe, of Toronto. On Monday Mr. Wilkes was presented with a silver tea service by the Toronto staff.

Montreal, Que.—A. E. Hanna, manager of the Winnipeg branch of the Steel Company of Canada, was a visitor to Montreal during the past week. Mr. Hanna has been spending a vacation at Hot Springs, Va., and is now on his way back to Winnipeg.

L. C. Randolph is resigning his position as advertising manager with the Canadian Fairbanks-Morse Co. in order to represent the Industrial and Educational Press, Ltd., Montreal, in the United States. Mr. Randolph will be their sole representative in the United States, and will have his headquarters in New York City.

Visited New Haven Plants.

T. B. Williamson, of H. S. Howland, Sons & Co., Ltd., Toronto, and H. B. Seybold, of Starke, Seybold & Co., Montreal, during their recent visit at the hardware convention in Atlantic City made a trip to New Haven, Conn., where they were shown through the plants of the Winchester Repeating Arms Co., and the Marlin Firearms Co.

Opening New Store.

The Barton-Netting Co., Ltd., Windsor, Ont., are opening a new store and display room, and have sent out invitations as follows:—

"A most cordial invitation is hereby extended to yourself and friends to attend the formal opening on November 8th, 1913, of our new store and display rooms at 9 and 11 Pitt Street East. We have made every effort to make this store the most artistic and complete place of its kind in the country.

"We show a quality and variety of goods that is not excelled, and invite your most rigid inspection. As a special inducement to the ladies we are offering a beautiful souvenir which we feel sure is worthy of the effort of every one of our fair friends to procure.

"Remember the day and be sure to visit Windsor's 'Store of Quality.'"—The Barton-Netting Co., Limited, 9 and 11 Pitt Street East, Windsor, Ont.

Industrial Notes.

Berlin, Ont.—Arthur E. Foster, 123 King Street E., will erect a twine factory here.

Peterborough, Ont.—The Vermount Marble Co. expect to commence operations this week.

Thorold, Ont.—It is expected that the new plant of the Beaver Board Co. will be running by next spring.

Calgary, Alta.—It is reported that the Griffin Wheel Co. of Chicago, Ill., will locate a plant here.

Arkona, Ont.—Rivers Bros., of Watford, have purchased and will enlarge the Arkona Basket Works.

Toronto, Ont.—Roden Bros., silversmiths, have been granted a permit for a three-storey factory near Wilton Ave., costing $40,000.

Windsor, Ont.—The American Chemical Co., of Cincinnati, Ohio, will establish a Canadian branch at Ford to handle North-west trade.

Saskatoon, Sask.—If suitable terms can be arranged the Buckeye Engine and Foundry Co., Joliette, Ill., will locate a plant at Factoria, near here.

J. Orr Callaghan, of the Steel Co. of Canada, Hamilton, was a visitor in Fort William last week on business in connection with the new plant being erected there.

REMARKS OF THE JUNIOR CLERK.

The average man's ambition is to do something he can't.

* * *

The wheel of fortune doesn't always run on the square.

* * *

Much that passes for enthusiasm is nothing but gush.

* * *

The telephone is a great boon. It enables many a small man to talk pretty big.

* * *

The trouble with some would-be generous men is that they always leave their money at home in their other clothes.

* * *

When you have saved up enough money to invest in doubtful mining stocks—buy an overcoat.

* * *

The man who follows his inclination seldom travels long in the straight and narrow way.

PROMPTING CUSTOMERS TO SYSTEMATIC SHOPPING.

(Continued from page 48.)

the result inevitably is a better and earlier Christmas shopping season.

Where it is impossible to get all merchants in town working along the same line, each individual merchant should do his best to bring about this much to be desired culmination. The progressive merchant, who starts out to do the best he can along this line, can rest assured that the result will be a larger share of trade for his store and a better distribution of it over the period preceding Christmas.

A Good Advertising Scheme.

A Canadian hardwareman, who has got splendid results in this way, in past years, begins his campaign by issuing a small Christmas booklet early in September. This booklet is distributed to a selected mailing list, made up of regular customers of the store and those whom he believes would be interested in the articles which he has for sale. The list, as stated before, is very carefully revised each year. At the front of this booklet, a straight talk is given to the public on the advisability of shopping early. This talk is given entirely along the line of the benefit to be obtained by people themselves from doing this, and of course, does not in any sense indicate that by not doing so, people bring discomfort and loss to the retail merchant. It is designed to appeal entirely to the selfish instincts of the public. In the succeeding pages an illustration and description are given of articles which will be offered for sale during the shopping season.

At the same time the space used by this hardwareman in the local newspapers, is devoted very largely to the subject of Christmas shopping. Goods are featured which would be suitable for gift giving. This merchant inserts a panel in his advertisement each day in which the number of days until Christmas, is given. Thus, people who see his advertisement in the paper are daily reminded of the fact that the holiday is growing closer, and, according to a statement made by this hardwareman to Hardware and Metail, he has found that his daily reminder goes a long way toward inducing people to get down to gift selection at a more reasonable date.

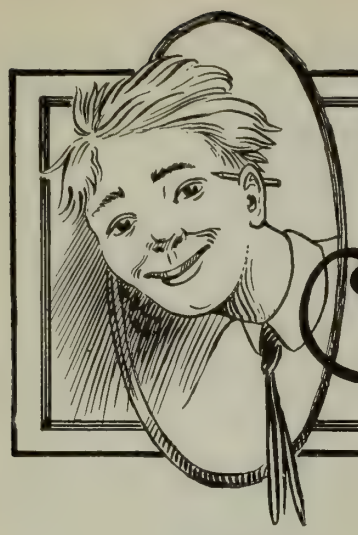
The campaign in regard to window trims should be started early. People hurrying along the streets are reminded, when they see displays of Christmas goods in the store windows which they pass, of the fact that they must soon be purchasing the articles which they will require.

Use of Personal Influence.

Much can be accomplished also, by personal contact in the store. Salesmen should make a point, in waiting on customers, to point out to them the various articles in the store which would be suitable for Christmas gifts. Even if purchases are not made at the time, the suggestion thus put forth, will bear fruit later on, if a man has a present to give to a man friend, he will very likely look to the hardware store for a suitable article for that purpose. If a salesman calls his attention to a safety razor, or some article of suitable nature, when the time comes for the purchase to be made, that early suggestion will have precedence in the mind of the purchaser. It is not an unreasonable assumption that he will return to the store where the article was first shown him to make his purchase.

It is gratifying to note that the hardware trade are making every effort to bring trade earlier this year than ever before. Already newspapers contain advertisements of hardwaremen along Christmas lines. It is only of comparatively recent years that the hardware dealers have made any serious efforts to capture a share of the Christmas trade.

Of recent years the amount of Christmas business which has come through the hardware stores, has been on the rapid increase. The present year should see a much larger share come to the hardwareman than ever before, and, if he makes suitable efforts to bring the trade at an earlier date, he should still more largely increase that share.



THE JUNIOR CLERK'S PAGE

DECISION.

The following editorial was taken from Madza News, a house organ issued for the benefit of the salesmen of the General Electric Co. Hardware salesmen should read it:

"Decision,' says this editorial, "is the steel trap of your character. When it closes down its vise-like jaws it keeps them closed until the task at hand is accomplished. Columbus, the first master of the seas, was a man of decision. In the middle of the Atlantic Ocean his decision to stick to the Westward course gave us our present home, the home of men of decision. If you expect to forge ahead, you must decide upon some definite course and stick to it, stick to it like a snapping turtle. Dilly-dallying from one job to another will only result in a circle.

"Decision does things; the hesitating put-it--off-till-to-morrow man is a dub. He has about as much sense as a brood hen in front of a mule team on a narrow road. This oscillating specimen of humanity reminds you of a pendulum. It swings backwards and forth, but never gets anywhere. You have no doubt seen his type in some salesmen. He comes to the office in the morning, reads the paper awhile, rummages with some correspondence, and, about 10 o'clock he begins to consider what customers he will see—instead of having his plans for the day made before he reaches the office. By 11 o'clock he is ready to leave the office, but he decides it is too late to do any business before lunch, so he waits until the afternoon. And, consequently, he gets only a half day's work done and that only in a half-hearted way. As soon as the sales manager gets wise to him, he finds himself looking for another job, probably as a necktie clerk in a department store.

"Then you see the other man, the man with the clear eye and the decisive look on his face. He comes in, looks over his mail, dictates his letters and says to the office man, 'I shall be at Watsons, 10.30; Jacobs & Co., 11.15;' and if anyone wants him he may be found at those places. He returns to the office in the afternoon with his order book well filled and the satisfaction of having done his work well. When you grasp a real live idea, stick to it, don't be a pendulum, be the spring, the hands, the cog wheels, in fact, the whole works."

POPULAR SALESMEN.

A few days ago a hardware traveller remarked as follows:—"Have you ever noticed how some customers will go into a store and ask to have a certain salesman wait on them.

"The same salesman is favored with the patronage of many of these particular people.

"It happens when the customer wants reliable information regarding certain goods or with those who appreciate subtle courtesies.

"The salesman doesn't seem to be as tired as the others when night comes, either.

"Why, and how is all this?
Think it over."

SENTIMENT AND BUSINESS.

"Efficiency" is supposed to be a foe to all sentiment in business, but without a modicum of sentiment between the employee and the employer you cannot have the fullest measure of efficiency. There must be something more than the mere performance of a task under strict surveillance. There must be some sense of loyalty, a spirit of camaraderie, the right esprit de corps. You cannot get the best results by treating men as machines, by ignoring the human side of them. They are of the same flesh and blood as their overseers and employers. They have family ties, domestic troubles and joys, exactly as their superiors have.

THE SHRINKAGE OF CASTINGS.

Information regarding the shrinkage of castings and cavities in castings appeared in a recent issue of the Eisen Zeitung and should be interesting to hardware salesmen. It points out that the extent to which contraction takes place depends on several causes.

The hotter the iron in the mould the greater the shrinkage which occurs, since solidification is then a longer process.

The amount of contraction is diminished by an excess of graphite, so that any cause promoting the separation of graphite will lessen the shrinkage. A thick casting shrinks less proportionately than a thin one, as slow cooling allows the separation of graphite to take place more completely. The presence of much manganese keeps the carbon in solution, and hence gives a metal which shrinks considerably. Whilst silicon, per se, favors contraction, it usually has a contrary effect, as its presence facilitates the separation of graphite. Phosphorous has no particular effect.

Cavities in castings are the result of the shrinkage taking place on cooling, and a hollow space may be certainly regarded as one of the regions where the iron was last in a liquid condition. Instead of the hollows found in large castings, thin castings will only show spots at which the metal is loosely set and porous.

To avoid cavities the chemical composition of the iron should be taken into consideration, the molten metal should not be hotter than is necessary to cast it, and a suitable head of metal should be provided for. The contraction of the metal produces not merely cavities but also strains, hence there is a double reason for keeping the contraction within moderate limits.

It is time to organize the hardware hockey league, the skating season will soon be with us.

New Goods Offered Canadian Hardwaremen

CARBORUNDUM NEW GOODS.

The Carborundum Co., Niagara Falls, N.Y., are offering the hardware trade the new No. 69 Carborundum butchers' steel here illustrated. The Carborundum butchers' steel is a shaft of carborundum of even grit and surface, with a steel rod extending its entire length. Brass guard and tip and rubberized handle.

It is claimed that the new steel quickly puts a keen, lasting edge on all butchers' knives and lessens the need of grinding.



The steel is 18 inches long and has a brass swivel hook.

The company have also two new display features in the form of combination lithograph cutout and display racks, each done in seven colors, for featuring knife sharpeners and scythe stones.

The displays are very attractive in appearance.

The rack holder is made of stout lithograph board, providing ample display space for four samples of the knife sharpener and one each of the three sizes of the Carborundum Niagara Scythe stones.



The displays are fourteen inches high. The racks are quickly and easily adjusted. The whole display takes up but little room on the show case, counter or display window. The lithographed cut display racks are given free to the dealer with an order for two dozen scythe stones or knife sharpeners.

WINCHESTER SHOTGUNS.

The accompanying illustrations show the two new models of Winchester shotguns recently placed on the market. Descriptions of the new guns appeared in the October 25 issue of Hardware and Metal. One illustration shows the Winchester single shot S. F. 20, and the other shows the Winchester hammerless repeating shotgun model, 1912—16 gauge.



COMING AT LAST.

Well, the dust is coming Bill Jenks' way at last. What, that lazy, shiftless fellow—You surprise me. What is he doing? Working a vacuum cleaner.

HARDWARE LETTER BOX



Laurel Oak Heaters.

F. E. Hendershot, Mt. Forest, Ont.—"Can you advise me who manufactures the Laurel Oak Heaters?

Record Foundry & Machine Co., Moncton, N.B..—Editor.

Electrical Specialties.

W. Gregor, 209 Commissioner St., Montreal.—You will greatly oblige me by advising through your paper what firms in Canada make electrical flash lights, batteries, etc."

Canadian Carbon Co., of Winnipeg, Ltd., Winnipeg, Man.; Canadian National Carbon Co., Paton Rd., Toronto; Canadian Carbon Co., 96 King St. W., Toronto.—Editor.

Cleveland Rules.

Pow & Wilcox, Tilsonburg, Ont.—"Can you advise us who manufactures the Cleveland Lumber Rule."

Cleveland Rule Co., Cleveland, O.—Editor.

OFFER CASH DISCOUNT.

The Watrous Hardware Co., Watrous, Sask., recently ran a full page advertisement in a local paper featuring stoves and fall goods. At the top of the ad. an illustration was shown of an alarm clock under which the following verse appeared:

Early to bed,
Early to rise,
Our prices are lowest,
Time to get wise.

The firm give a 10 per cent. discount for cash and a 5 per cent., thirty day discount. The ad. states as follows: "We have given a 10 per cent. cash and a 5 per cent., 30 day discount since early last spring. We have secured a great deal of extra business on this policy. Our percentage of profit has been considerably less, but we are more than ever convinced that the 'small profit and quick return' policy is desired by the customer and is in the long run better for ourselves.

"The policy is a fair one, our customers tell us so, if you are not a customer you should be. Give us a trial order and you will be."

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Hardware jobbers report that trade in general is good, although the advent of cooler weather would create a demand for many lines not moving at present. In the metal markets a fair business is being done in small lots.

There is a good demand for gas ranges and furnaces. Other lines of stoves are not moving as rapidly as if cooler weather prevailed.

A good volume of business is being done by the paint trade. One firm announces a reduction in prices this week.

Bolts and nuts have declined in price. Jute twine has advanced about 20 per cent. Tin has advanced in Toronto. A slight advance is also noted in spring clothes pins.

The lead market is firm and there is a scarcity of lead in Toronto.

MONTREAL.

Montreal, November 5.—Although the weather has been slightly cooler recently, and this has helped business to some extent, it has not been cold enough to be called really seasonable and a cold snap is needed to start things in a manner to please the trade. However, business is by no means poor—in fact it has improved to a marked extent. The jobbers report business as good and state that Fall lines are moving well. Weather strip has been in very good demand as well as window felt. Quite a number of orders have been received for sleigh bells—while axes and handles, cross-cut saws, peevies and logging chains are quite active.

Lumber camps are now booming and this has been the cause of some good orders. Jobbers report that the Dustless Mop campaign is evidently having its effect and inquiries for these lines are getting more numerous. In the cutlery and silverware departments, the demand still increases with the approach of Christmas as is also the case in lines such as art-brass, cut glass, electric toasters, irons and other specialties all of which are increasing in popularity as hardware lines.

As far as prices are concerned the only change that has been heard of is a reduction in discounts on bolts and nuts. The new discounts are as follows:

	%	
Carriage bolts ($1.00 list), ⅜ in. dia. and smaller	65	10
Carriage bolts ($1.00 list), 7-16 in. dia. and larger	52½	12½
Machine bolts, ⅜ in. dia. and smaller	65	10
Machine bolts, 7-16 in. dia. and larger		60
Sleigh shoe bolts, ⅜ in. dia. and smaller		62½
Sleigh shoe bolts, 7-16 in. dia. and larger	50	12½
Coach and lag screws		75
Skein bolts		75
Square head blank bolts		60
Bolt ends		60
Plow bolts	55	10
Elevator bolts	60	5
Fancy head bolts	50	5
Shaft bolts ($3.00 list)	50	5
Step bolts, large head ($3.00 list)	50	5
Whiffletree bolts	50	5
Nuts, square	4¼c off list	
Nuts, hexagon	4½c off list	

In the metal market things are quieter. This is not unexpected, for business is never as active towards the end of the year as at other times. It is true, of course, that conditions have changed and the amount of business for the last months of this year and the first months of next will undoubtedly show a decrease in comparison with the previous year. When the building operations going on to-day are compared with those of twelve months ago, this is not to be wondered at but the general feeling in the trade is satisfactory. Business is by no means at a standstill, but rather it may be said that business is normal. As far as prices are concerned, these are about the same. London quotations have been a little more active in their up and down movements but locally prices are pretty much the same with the exception of lead which is a little lower.

Tin.—The London price of tin is, at the time of writing, £183 10s., but it is hardly likely to remain there for long. It is heard that some of the tin plate mills in Wales have closed down, not finding it profitable to continue operations with tin at it's present figure.

Spelter.—The demand here is still very small and the price the same. Most large buyers are booked ahead for some time. The London market is practically unchanged, the latest quotation being $20 5s. Last week's quotation was £20 12s. 6d.

Lead.—The local quotation on lead has been reduced from $5.75 to $5.65, but is firm at this figure. Some shipments of lead have been received and there are more on the way. It has been said that the future course of lead is in a downward direction but at the present time nothing can be seen in this direction. If Mexican conditions continue, prices will remain where they are, so there is nothing in sight at present.

Copper.—Copper is in a very weak condition. Last week's quotation from London was £74 7s. 6d. To-day's quo-

NEW DISCOUNTS ON BOLTS AND NUTS

Applying to standard lists.
Cancelling previous discount sheets and effective Nov. 1.

Carriage Bolts (1.00 list) ⅜in. dia. and smaller	65-10%
Carriage Bolts (1.00 list) 7-16 in. dia. and larger	52½, 12½%
Machine Bolts, ⅜ in. dia. and smaller	65-10%
Machine Bolts, 7-16 in. dia. and larger	60%
Sleigh Shoe Bolts, ⅜ in. dia. and smaller	62½%
Sleigh Shoe Bolts, 7-16 in. dia. and larger	50-12½%
Coach and Lag Screws	75%
Skein Bolts	75%
Square Head Blank Bolts	60%
Bolt Ends	60%
Plow Bolts	55-10%
Elevator Bolts	60-5%
Fancy Head Bolts	50-5%
Shaft Bolts (3.00 list)	50-5%
Step Bolts, large head (3.00 list)	50-5%
Whiffletree Bolts	50-5%
Nuts, Square	4¼c off list.
Nuts, Hexagon	4½c off list.

Terms, 2% off 30 days from date of shipment.

tation is £71 12s. 6d. This is said to be due to an unsettled feeling in business conditions and to a weak stock market. Locally, prices have not yet been changed but this will surely follow unless the market jumps up again, and this is not expected to occur.

Stocks are said to be light.

Antimony.—There is no change here, and the market is uninteresting. The demand appears to be very small.

Iron.—The iron market is still in a weak condition, and the London quotation is a little lower again than last week. The present quotation is 50|9 which is 10d. lower than last week. Unless the market firms up it is thought that local prices will come down in a short while. The consumption is not as large as it has been owing, no doubt, to the suspension of building operations.

In the stove and heating business things are very bright. Furnaces and radiators are still selling well while the dealers report that the demand for stoves has increased materially during the past week. Colder weather has been felt in most localities and this has had the effect of boosting this business along. Dealers all over the country are making the most of their opportunities through window displays and so forth and the sales are reported as being satisfactory. Manufacturers report that business is exceedingly good and that orders are plentiful.



U.S. business men are recovering from their fear that the tariff readjustment would upset business.

TORONTO.

Toronto, Nov. 6.—The retail trade generally are preparing for the Christmas rush and goods suitable for the holiday trade are moving freely.

A spell of cool weather would be welcomed by hardware and store dealers. In the metal markets a fair amount of business is being done in small lots.

Price changes have occurred in bolts, nuts, tin, clothes pins, jute twines.

Reduction of Bolts and Nuts.

New discounts have been issued on bolts, and reductions are announced in the price of carriage and machine bolts, sleigh shoe bolts, coach and lag screws, skein bolts, blank bolts, square and hexagon nuts. The new discounts effective Nov. 1, are shown in the accompanying panel and in current market quotations. The new discount sheets cancel previous sheets and apply to the standard list. Dealers should enter the new discounts in their cost books or clip out the accompanying panel for future reference.

Metal Markets.

Tin has advanced ¼ cent per lb. and is not quoted at the same price as prevailed two weeks ago.

Pig lead is quoted locally at $5.75 per 100 lbs. and the lead market continues to exhibit considerable strength.

For some time back buyers have been predicting that quotations on lead would decline considerably and the result has been that buying has been done from hand to mouth and no stocks have accumulated.

When buyers enter the market and the demand becomes pronounced the price advances. During the past week there has been a scarcity of lead in Toronto and stocks are very low.

The recent troubles in Mexico have been advanced as one of the chief reasons for the scarcity and high price of lead. There is apparently no relief in sight at present.

Copper, pig iron and spelter remain unchanged and a fair amount of business is being done in small lots.

Iron Pipe.

The demand for wrought iron pipe, while not heavy is steady. No price changes have taken place since those reported in Hardware and Metal two weeks ago. The new quotations are shown in current market quotations.

Jute Twines Advance.

Owing to the large advance in the cost of raw material, jute twines, principally in the small sizes, have advanced considerably in price. On some grades the advance is about 20 per cent. Some dealers anticipate an advance in the price of some lines of jute packing.

Manila Rope.

There is little change in the rope market and prices locally are unchanged.

The demand at present is not heavy although a seasonable amount of business is being done. Reports from the South indicate that the price of manila hemp is slightly lower but still very high. It is expected that receipts of hemp during the early part of next year will be short.

Toronto quotations are as follows,—Pure manila, base 16½ cents lb.; British manila, base 12½c.; Sisal, 11½c. base.

Nails and Wire, Etc.

There is no change in the nail situation and quotations in Toronto remain at 2.25 base. Dealers are only buying for immediate needs. Wire quotations are shown in current market quotations.

Stoves and Furnaces.

The demand for furnaces continues heavy. There has been an exceptionally heavy demand from the small towns and the country districts. While building operations have been curtailed to a great extent in some places the demand has been heavy on account of many

(Continued on page 59.)

ADVANCE IN CLOTHES PINS.

Spring clothespins have advanced in price and are now quoted at $1.00 per case. Each case contains 2 gross of pins.

Staff Conventions and Reunions

The annual convention of the Sherwin-Williams representatives and sales managers was held October 29, 30 and 31 at the general offices of the company in Montreal.

W. H. Cottingham, the president, followed C. C. Ballantyne, the vice-president and managing director, in welcoming the loyal Sherwin-Williams men to headquarters again, to prepare plans for a big year in 1914. Loud and long hand clapping and cheering warmed everybody up to a high pitch of enthusiasm and attention.

Mr. Cottingham, it was evident, enjoyed very much handing the prizes to the 1913 top notchers. Gold was in the envelopes instead of cheques, and the fortunate winners looked very pleased with Mr. Cottingham, the gold, and themselves.

After words of genuine appreciation from the winners, J. D. Barker, general superintendent, arranged a tour of the paint, varnish and linseed oil plants. The representatives were treated to a little excitement during the inspection of the various buildings, for Mr. Barker had arranged for an imaginary fire to break out in the second storey of the paint department. Within 90 seconds after the whistle in the power house announced the fire, every window and fire door in each department was closed, buckets of sand had been thrown over the imaginary burst of flame, and fire blankets spread; two lengths of fire hose were hauled up to the second floor through a window by two men with a rope, and naturally the fire didn't have much chance. Every man in the manufacturing and shipping departments is assigned a special duty when the whistle blows, and through frequent practice Mr. Barker has his men well trained.

Lunch was served at 12.30 each day in a special room decorated and fitted up for the purpose. Splendid meals and service were provided by a down-town caterer, and everybody had time to have a cigar before the afternoon sessions were called at 2 p.m.

Mr. Barker gave an illustrated lecture on Wednesday afternoon, showing by special lantern slides the details of manufacturing S.-W.P.

W. S. Fallis, sales manager of the Western territories, conducted the session devoted to trades sales and shelf goods. A great deal of interesting and helpful points were brought up, and encouragement was given to make 1914 sales the largest yet. Thursday morning was devoted to this session also, and in the afternoon Mr. Thomas, the Toronto sales manager, took charge of the varnish session. Mr. George, superintendent of the varnish factory, gave an interesting lecture illustrating by lantern slides the process of making S.-W. varnishes. In the evening a most enjoyable banquet at the Hunt Club reflected the good will of Mr. Ballantyne; that it was appreciated by all could be seen when the time came to shake hands with him after it was over.

Mr. Misson, Montreal sales manager, took charge of the manufacturers' session on Friday, and stirred up a determination among the men to get more of this business. Shirley Newton illustrated a talk on the manufacture of dry colors and S.-W. new process arsenate of lead by actually making in a small way some of these products. L. R. Greene, advertising manager, gave a good talk on S.-W. insecticides. The last session was devoted to the advertising and promoting, of which Mr. Greene has charge. The men were shown all the new features and their new outfits, and by long applause showed their appreciation and



A group of the sales staff of the Sherwin-Williams Co., of Canada, taken during their annual convention.

approval of the results of Mr. Greene's efforts.

J. H. Gordon, treasurer of the company, gave the men some interesting figures, and said he looked forward to a wonderful increase in business during the next year. Mention was made of the new warehouse in Calgary, and also the new warehouse in Halifax. A new building is in course of construction in Montreal to take care of increased linseed oil business. Mr. Ballantyne closed the convention with words of appreciation and enthusiasm.

At the banquet, which was held in the Hunt Club quarters on the outskirts of Montreal, the same enthusiasm was in evidence. Two special cars left the S.-W. factory at 5.30, and from that moment all was joy and gladness—a more enthusiastic aggregation of salesmen it would be hard to find. Songs were sung in between courses, not love songs, but ballads, such as "In a Pail of S.-W.P," to the tune of "In the Shade of the Old Apple Tree." The tables were prettily decorated in approved "Halloween' style, and, after an excellent dinner, the speechmaking began. Following the toast of "The King," Robert Johnston proposed the toast of "Our Company," and coupled with it the names of the president and vice-president. This was responded to by Messrs. Cottingham and Ballantyne. W. J. White and W. McMaster responded to the toast of "The Directors," and W. S. Fallis, R. C. Misson, C. A. Thomas and J. F. Ryan to that of "Our Sales Managers and Travelling Representatives." The toast of "Our Guests" was responded to by R. H. McMaster, Percy Cowans and H. M. Reid, of Hardware and Metal. A very impressive incident was the presentation to Fred Scott of a gold watch, which is given to each employee on completing his 25th year with the company. The watch was accompanied with an envelope containing a token of the president's personal regard. Mr. Cottingham spoke in glowing terms of the many years of faithful service, and Mr. Scott replied in a suitable manner, after the loud cheers had subsided.

Convention of Canada Paint Co,

The most interesting and successful convention of The Canada Paint Co.'s Representatives and Sales Managers ever held, took place in Montreal, October 21, 22 and 23, at the Head Office of the Company.

Frank discussion of all obstacles that the Representatives found hindering their successful progress during the year's work, brought out very interesting and valuable pointers to aid especially the younger men in overcoming these problems.

The outstanding feature of the convention was the spirit of enthusiasm, which was aroused among all present when lantern views of the company's increased facilities were thrown on the screen. The development of the company during the past sixty years was part of Mr. Aird's interesting address. He referred to the old days when high grade prepared paints were almost unknown and showed that The Canada Paint Co. were pioneers in the manufacture of satisfactory finishes.

Though in some respects, the year had not come up to expectations, it was encouraging that other lines of business had found the same difficulties. The new line which the company is putting out, CP Neutral Arsenate of Lead, was fully explained by L. R. Greene, the manager of the Insecticide Department, Mr. Newton, the chemist in charge of the Dry Color Department and the making of Arsenate of Lead, demonstrated in a striking manner the quality of the new line.

Among those who gave interesting talks on the various processes of manufacture were Wm. Bradley, who, accompanied by lantern slides, gave a very graphic description of the iron oxide mines of the company, at Red Mill, Que., and the various processes of treating the ore, to produce dry colors of uniform quality.

Mr. George, the Superintendent of the Varnish Factory, gave a comprehensive and interesting lecture on the manufacture of CP Varnishes. He explained the views thrown on the canvas by the lantern and spoke of many important details which require great care and skill in order to produce varnishes that are always uniform in every respect.

The work of the Advertising Department was displayed and explained to the men by the advertising manager in a way which was not only helpful to them, but showed how they were backed up with a well equipped and active advertising department. Among other helps was pointed out the trade paper advertising done by the company, and it was shown how this assisted the representative in getting new business, and building up the old.

Mr. Aird, the general manager, predicted a very large increase for the business during the coming year and judging by the enthusiasm of everybody present the convention and banquet at the Canada Club, it will surely be a poor year for all kinds of business if the Canada Paint Co. fail to do a larger business than ever before.

WEEKLY MARKET CONDITIONS.

(Continued from page 57.)

house owners installing furnaces in houses formerly heated by stoves.

Another feature of the stove market is the continued active demand for gas ranges. This class of stove has grown to be an all-year-round seller.

One large firm allowed their stock of gas ranges to run down, thinking that the demand for this season was over. They found, however, that the demand continued and they were forced to place further orders.

Heaters and ranges are moving fairly well, although the heavy movement will not commence until the advent of cooler weather.

Small heaters are active as are coal oil heaters.

There is a fair demand for small electrical and gas heaters. There is a heavy demand for stove repair parts.

Mica for repair work is also in good demand.

Schedule of Mica Prices.

The following list prices on mica are subject to a discount of 35 per cent. Size 1½ inches x 3 inches, $4.75 lb.; 2 x 2, $4.50 lb.; 2 x 3, $6.00 lb.; 2 x 3½, $6.50 lb.; 2 x 4, $7.00 lb.; 2¼ x 2¼, $5.75 lb.; 2¼ x 3, $6.50 lb.; 2½ x 2½, $6.50 lb.; 2½ x 3, $7.25 lb.; 2½ x 3½, $7.75 lb.; 2½ x 4, $8.50 lb.; 2½ x 5, $9.50 lb.; 3 x 3, $8.50 lb.; 3 x 3½, $9.00 lb.; 3 x 4, $10.00 lb.; 3 x 5, $10.50 lb.; 3 x 6, $11.00 lb.; 3½ x 4, $10.50 lb.; 3½ x 5, $11.00 lb.; 3½ x 8, $12.50 lb.; 4 x 4, $10.50 lb.

Ash sifters, stove boards, elbows, stove pipes, dampers, flue stoppers and other stove accessories are in excellent demand at present although trade in these lines would also be stimulated to a great extent by the advent of cooler weather.

Winter Goods.

Among the lines which will be featured strongly this winter are heaters for autos, sleighs, etc. These heaters have grown to be a popular selling line and sales by jobbers have been very heavy.

Skates, hockey sticks, pucks, etc., have been moving freely and booked orders are nearly all delivered.

There is a very fair demand for horse blankets. Quotations range from 8.50 to $24.00 per dozen.

Snow shovels and other lines of winter supplies are moving in a satisfactory manner.

Methods of Retailing Paints and Varnishes

Featuring Interior Lines Aggressively

Literature Supplied by Manufacturers Can Be Used to Splendid Advantage in Creating Demand for Paint Specialties at This Time—Lines Which Should Be Featured.

Have you ever noticed the large number of booklets, folders, circulars, sample cards, etc., issued by manufacturers who are pushing the sale of interior finishes?

In these booklets, you will find practical suggestions for suitable finishes to be used in home-decorating. The suggestions offered are generally many and varied and, as they give advice regarding the application of finishes for painting and decorating floors, woodwork, walls, furniture, radiators, etc., they are interesting to almost every person who takes pride in the interior appearance of the home.

The advertising matter generally shows how dull and darkened interiors can be made bright and attractive, a condition much desired at this season of the year.

At this season probably more than at any other the householder is or should be interested in the subject of making the home cheerful.

During the next few months, generally termed the winter months, the home will be the centre of attraction. The outdoor season has passed and considerable time will be spent in the home interior.

The average householder has a fair amount of time on his hands at this season that can be devoted to making the home more beautiful.

The average householder is often confronted by problems such as, "How can I make the floors attractive?" or "What would be the best finish for the walls?" These problems while often perplexing to the householder can be easily explained by the dealer who carries a suitable stock and who makes a study of the lines suitable for inside work.

The month of November is an ideal time to paint indoors, and to do decorative work that will give a warm, cheery atmosphere to the rooms in the home.

Window displays, newspaper-advertising and the judicious use of advertising matter, featuring finishes for inside use should be productive of a large amount of fall business. Salesmen should be equipped with a thorough knowledge regarding the many uses of the interior finishes.

The average paint customer on entering a hardware or paint store is very undecided as to the material or colors to purchase and the nature of the sale depends to a large extent on the ability of the salesman.

Paint salesmen should always remember that "adaptability to requirement" is an important essential which must be considered when advising paint purchasers as to the best material for them to purchase.

A large amount of profitable fall trade can be secured by going after the late fall paint business. A little aggressiveness and enthusiasm on the part of the dealer will help to work up some nice sales of interior finishes.

Among the finishes which can be seasonably featured are:—Enamel for beds, furniture, baths, mouldings, willowware, baby carriages, and so on.

Floor varnishes and paints for floors, stairs, etc.

Varnish stain for chairs, furniture, woodwork and dozens of other uses on articles found in the home. Carriage paint can be sold to owners of cutters, sleighs, etc.

Special finishes for walls can be made execllent sellers if they are featured properly at this season.

Paint or enamel for furnace and stove pipes, registers, radiators. Gold and aluminum are good lines to feature in connection with paints suitable for radiators, etc.

Floor wax, furniture polish, oil stain, linoleum varnish and many other specialties carried in the paint depart-

(Continued on page 62.)



Paint display of Johnston & Warren, Barrie, Ont., at the county fair — Note the model house.



There Are

PROFITS and PROPHETS

In the matter of selling curling stones they are both related. Each has to deal with the future, and each means a credit balance on your monthly statement. Old Timers in the country predict a steady, long and cold winter. These are the **PROPHETS.** Such a season means good curling—and that means good sales, and here are the **PROFITS.** To secure the latter you will have to be supplied with the best

Curler's Accessories

We have just received direct from Scotland a shipment of **Mac's Special** curling stones. There are none their equal for use on the hard keen ice of Western Canada. Every curler of repute knows these rocks—correct in shape with an absolutely true running surface, made in matched pairs, well finished, and in the various weights. We also specialize in curling brooms, boxes and all other curler's requisites. If you have not our price lists, let us supply you. If you have

Order to-day.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

LIQUID GRANITE

Makes Floors Hard as Stone—Bright as Gold

Nothing adds such touch of completeness and tone to a room as a well-finished floor.

Berry Brothers' Liquid Granite imparts to floors a smoothness and lustre that delights the eye. It brings out and protects the beauty of natural woods.

Liquid Granite is also ideal for use on linoleum and oil cloth, preserving their freshness and giving a beautiful glossy finish.

So tough and elastic is Liquid Granite that, although wood treated with it may dent under a blow, the finish will not crack. Nor is Liquid Granite affected by water. Wash it as much as you please. **It won't turn white.**

These splendid qualities in Liquid Granite are the result of our 55 years' experience in varnish making. This same practical knowledge and skill also insures the superiority of the other well-known Berry Brothers' products, such as Luxeberry White Enamel, Luxeberry Wood Finish and Luxeberry Spar Varnish.

Sold by Leading Dealers everywhere. Ask for your copy of our "Homebuilders' Booklet" — or write us direct.

BERRY BROTHERS

World's Largest Varnish Makers

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Nov. 5.—A comparative quietness rules in the paint market, which is only a normal condition for the time of the year. Although it has been proved that paint is not a seasonable, but a-year-round line, at the same time the sales must decrease around this season of the year. At this time of the year not a very great deal can be expected. Retailers are not yet placing their orders for spring as a general rule, although it is said that some orders of this nature have been received from the West. Manufacturers are busy, of course. They always are. They are now preparing large stocks in preparation for spring trade, which, for them, will commence in a few weeks' time.

As far as prices are concerned these are about the same. Linseed oil is down slightly, while turpentine is up a cent, and looks to go higher.

White Lead.—The market here remains just about the same. There is not much demand at present time, which is only to be expected at this season of the year. The price remains the same, at $8.25.

Prepared Paints.—For the late fall season things are very satisfactory here. A certain number of orders are being received for all lines, but business is naturally not overwhelming. Manufacturers express themselves as quite satisfied with the business being done, and in some cases this is said to be in advance of last year.

Linseed Oil.—This market is weak. Quotations vary anywhere from 55c to 57c for raw, with the usual 3c additional for boiled. The demand is not great and supplies appear fairly plentiful. It cannot be said what the trend of the market will be, but it is not expected that cheaper oil will be seen.

Turpentine.—Turpentine, as we forecast last week, has advanced in price, and is now quoted at 60c. This is only an advance of one cent, but the market is very firm, and another advance is expected shortly.

Petroleum.—Orders for shipment by water still continue to arrive in large numbers. Navigation will close in a few weeks, and dealers are hastening to get their supplies by cheap routes.

Glass.—There are no outstanding features here. Business is fair for the time of the year, and importers appear satisfied. Prices remain the same.

Putty.—The demand for putty is very brisk at present, according to manufacturers. Orders are many, and some of them large in proportions. Prices are unchanged.

TORONTO.

Toronto, Nov. 6.—The most notable feature in the paint markets during the past week has been the reduction in the price of ready-mixed paints as announced by one of the manufacturers.

Linseed oil remains at last week's quotations and some dealers are of the opinion that the lowest price has been reached. Lead remains unchanged and although not in heavy demand is moving fairly well.

Trade in glass and putty continues good at unchanged prices.

Ready Mixed Paints.

The Sherwin-Williams Co. of Canada, Ltd., this week announce a reduction of from 5c to 15c per gallon on their various lines of prepared paints owing to more favorable costs at the present time.

The fall trade has held up well and although there has been a considerable dropping off in the demand for some lines, manufacturers and jobbers appear to be well satisfied with the amount of business passing.

Booking for spring has commenced.

Linseed Oli.

There has been no change in the price of linseed oil since the decline reported last week. There is a feeling among dealers that oil will not go any lower in price.

Following are present quotations per gal. of 9 lbs.:—

Raw Linsed Oil, 1 to 2 bbls. 55c per gallon; 3 to 5 bbls, 54c. per gallon; 6 to 9 bbls, 53c. per gallon.

Boiled Linseed Oil.—1 to 2 bbls. 58c. per gallon; 3 to 5 bbls., 57c. per gallon; 6 to 9 bbls, 56c. per gallon.

10 barrels and over open.

Oil for less than one barrel 7 cents per gallon additional. 5 gallon cans 50c. each, 10 gallon cans 75c each.

Turpentine.

Turpentine remains at the advanced price quoted last week. Continued strength in the primary markets accounts for the firmer tone in turpentine. Quotations in Toronto are as follows:—1 barrel lots 65c per Imperial gallon; 2 to 4 barrel lots, 64c per Imperial gallon; 5 gallon lots 72c per Imperial gallon.

White Lead Unchanged.

No change is noted in the lead market. Orders for delivery up to December 15 are solicited at $8.20 per 100 lbs. in ton lots and $8.40 per 100 lbs. in less than ton lots. The pig lead market continues very firm.

Glass and Putty.

With the approach of winter the demand for glass is becoming more pronounced. Import orders were all delivered some time ago but there is a considerable amount of sorting business to be obtained. Glass is still quoted in Toronto at prices shown in current quotations. Standard putty is quoted at the following prices:

Casks	$2.50 per 100 lbs.
Drums of 100 lbs.	$2.70 per 100 lbs.
Drums of 50 lbs.	$2.80 per 100 lbs.
Drums of 25 lbs.	$2.95 per 100 lbs.
Bladders in bbls.	$3.00 per 100 lbs.
Bladders less than bbls.	$3.35 per 100 lbs.

FEATURING INTERIOR LINES.

(Continued from page 60.)

ment are excellent lines to feature in connection with the late fall trade.

One dealer who does a large paint trade during the fall and winter has a display stand about five feet in height.

This stand has five shelves and occupies a prominent position near the entrance to the store.

Sample cans are displayed of all paints suitable for fall and winter trade. Polishes are also displayed. The dealer states that large numbers of sales are made from the display.

Customers will very often approach the display stand and examine the packages. This move on the part of the customer gives the clerks an opportunity to explain the uses of the lines displayed with the result that sales frequently occur in this manner.

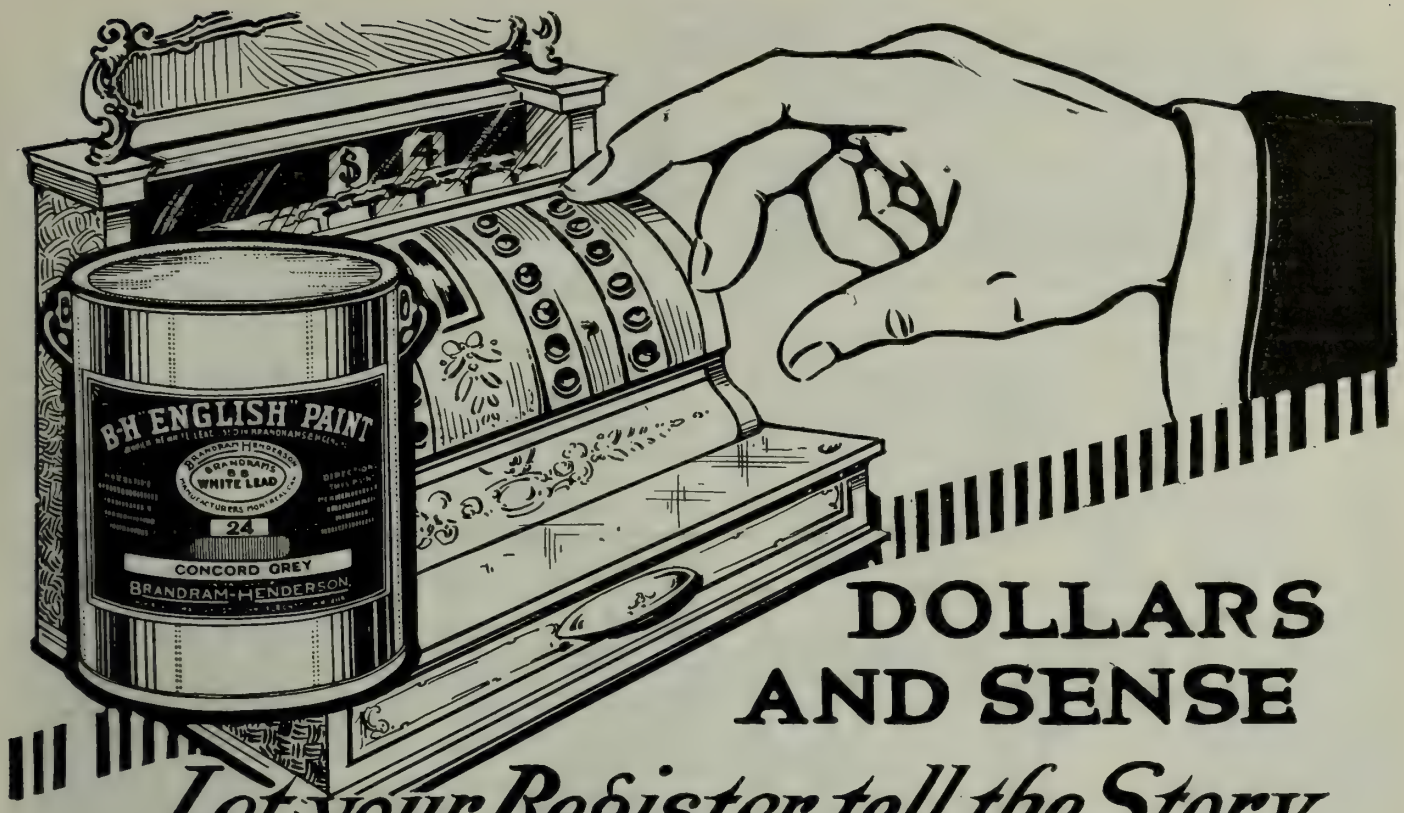
The display stand also serves another purpose for it eliminates the necessity of many trips for samples to the paint department which is located near the rear of the store.

NEW CAR LINE OPENED.

Facilities for reaching the MacLean Publishing Co. offices have been greatly improved with the opening of the new Dundas car line, which passes in close proximity to the offices of the company.

In the downtown sections, Dundas cars run on Agnes, Terauley, Queen, Bay, Richmond and Victoria Street.

Visitors taking or transferring to Dundas cars, can leave same at University Ave., near the entrance to the MacLean Publishing Company building.



DOLLARS AND SENSE

Let your Register tell the Story

Selling the **right line** of Paints means your cash register will tell a three-fold story of **profit—repeat sales—satisfied customers.** True, you might make more Dollars with an inferior line of Paints, but in the end, you lose customers, while repeat sales go elsewhere. With B-H "English" Paint you **know** the right line is on your shelves. You **know,** in advance, that your profits are assured as

B-H English Paints

are in **constant** and **growing** demand.

Constant demand because we have a sales plan that moves B-H "English" Paints over your counter with minimum sales effort on your part. Our helps —more extensive than ever before — include Daily Newspaper Advertising, Posters, Personal Letters, Booklets, all sending the Consumer to **your** store for B-H "English" Paints.

A **growing** demand because your trade will increase once they use a paint made with 70% Pure White Lead and 30% Pure White Zinc. That's B-H "English" Paint, and you get these **guaranteed** proportions because we are the Paint Makers who corrode and grind their own White Lead.

A Post Card—to-day—will tell you about our **Exclusive Agency Proposition**—exclusive because we absolutely protect you in **your** territory.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c–60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 90
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ⅛ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ⅛ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 10		3 00
All bright, 52 sheets	3 70		4 15
Galvanized—Apollo	D. Crown		Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe. Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe. Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 03½	0 03½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 75	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 26	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base		4 65
I X, 14x20 base		5 65
I X X, 14x20 base		6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base		4 50
20x28, double box		9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	7 40	
I X, Terne Tin	9 40	

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.30; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

A Broad Conception

Merely to unload a stock of goods is not our conception of the manufacturer's duty to the Dealer. We sell you.

MINERVA PAINTS and PAINT SPECIALTIES

and then we help sell the goods for you

Our forceful consumer advertising, is an er ergetic force that brings Customers to your store, and positively creates a constant dem and for "MINERVA" products.

They prove a real paying line for every wide-awake dealer.

Ask any "MINERVA" Dealer—He knows! **Full Imperial Measure in every can.**



PINCHIN, JOHNSON & CO.

(CANADA), LIMITED.

377-387 Carlaw Ave., TORONTO

Toronto Winnipeg Vancouver London, England

Established in England in 1834 (W-78)



A Year Round Seller

There is a constant demand for a really good Finish for Linoleum and Oilcloth—something to freshen up the colors, protect the pattern and make linoleum last longer—something really good—



VARNOLEUM

Serves Best

It is one of the fast selling "Spic and Span" Finishes that sells the year round—satisfies every user and leaves a good profit for the dealer.
Investigate.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 1¼c off list.
Nuts, Hexagon, 4½c off list.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney, 100 lbs. 0 85
Pitch, Scotch, per 100 lbs..... 0 85
Heavy fibre, 32 ft. x 60 ft., per 100 lbs. 2 60 3 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 28
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000). 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1½-inch	3 75
5	1 15-16	3 50
6	2½	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅛	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 15c ft.
Ontario .... 15c ft.
Faultless .... 20c ft.
Extra Heavy .... 23c ft.
Hercules .... 23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.80
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft. ,each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64
Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, dos. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 35 0 45
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg—Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond

TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the **house cool in summer and warm in Winter. Investigate at once. Get our Prices.**
We also manufacture a full line of wrapping papers.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH
Trimmer Handle
Tinner Snips



Heinisch Quality

Assures Maximum Service

We manufacture a full lineof Tinners' Snips, Tailors' Shears, Scissors, Trimmers, etc.

Your jobber can supply you.

Our firm name which is stamped on every article, is our guarantee of universal satisfaction.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	18 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅛-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2, hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

		Per cent.		
Wood	F.H., bright and steel.	85	10	7½
"	R.H., bright	80	10	7½
"	F.H., brass	75	10	7½
"	R.H., brass	70	10	7½
"	F.H., bronze	70	10	5
"	R.H., bronze	65	10	5
Drive screws		65	10	5
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.			$5 00	
Bench, iron, per doz.			4 25	

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45
Draining tools 60	60	
Scoops .....50 and 5		45 and 5
Hollow backs and sand shovels 60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 80
Eureka tinned steel, hooks, per 1,000 ..... 3 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 60	3 10	3 50
Hindostan	per lb.		0 06	0 10
" Slip	"		0 18	0 22
" Axe	"		....	0 16
Deer Creek	"		....	0 10
Weerlick	"		....	0 25
" Axe	"		....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 80
Arkansas	"		....	1 50
Water-of-Ayr	"		....	0 10
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE).

	Doz.
Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $5.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 60 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 90
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner..... 6 50
Cadillac Electric, Model C..... 18 00
Cadillac Electric, Model D..... 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	4 80
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 50
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

Stephens

OIL and VARNISH STAINS

Mean Economy and Satisfaction to every user

They are the result of the embodiment of the best ingredients combined with expert knowledge of manufacturing.



"Stephens" Oil and Varnish Stains are exceedingly popular in the West—they give a service that pleases everybody.

You can rely upon every canful to bring the buyer back for more.

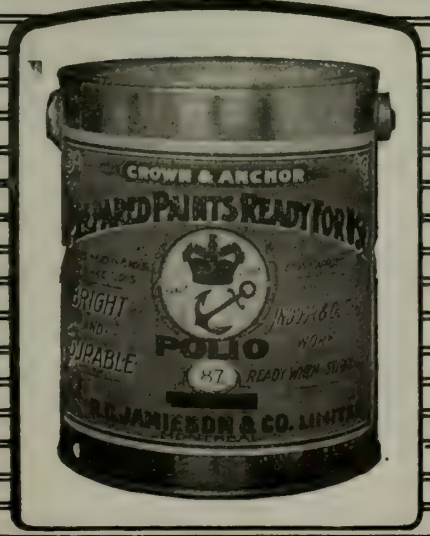
We know that Stephens Stains are unequalled— a trial will convince you.

Our agency proposition means big money for you—write for it to-day.

G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co., LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	13 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.50
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 19
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 30
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13
Ground glues at same prices.	
Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.	
XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brar	1 60
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12¼	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24½
Motor Gasoline, in drums	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	59	55
Linseed Oil, 3 to 5 bbls.	58	54
Linseed Oil, 6 to 9 bbls.	57	53
Linseed Oil, boiled—		
single bbls.	62	58
3 to 5 bbls.	61	57
6 to 9 bbls.	60	56
Alcohol, 5 gal. lots, per gal.	1 00	1 00
Resin Grade G, bbl. lots	7 25	8 00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish.	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal," cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅝ and smaller, 60; 7-16 and larger, 50; machine, ⅝ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ THE REPORT

OF

MILTON HERSEY CO., Limited

Canada's Most Noted Chemists

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., Limited
Chemists—Engineers—Inspectors

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.

International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water at ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint is composed of pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill. Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42

QUALITY SELLS STERLING PREPARED PAINTS

Quality keeps them sold.

Quality makes that customer a satisfied paint user.

Quality makes him return to **you** when he wants more paint.

Be ready to sell him **"Sterling"** paint.

It has the quality.

Ask many satisfied dealers. They know.

We'll send you addresses.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



Hunting for Profits ?

CERTAINLY you are: And no dealer ever "flushed" a profit out of a shelf-ful of slow moving stock.

If you will let your imagination dwell on this picture for an instant, we'll suppose you are the man with the gun, the field before you is wide open for business, and the keen-eyed setter is the national advertising we send into your territory scaring up business for

Glidden's Green Label Varnishes

Endurance Wood Stains — **White Enamels**

J-A-P-A-L-A-C

Flat Wall Finishes — **Cement Coatings**

This is a list of quick-selling specialties that has started many a dealer on the way to varnish profits. Write for our dealer's proposition—it's interesting.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR - ONTARIO



STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company
LIMITED

PORT ELGIN ONTARIO

MAPLE LEAF
M FINISHES THAT ENDURE L
QUALITY
PAINTS & VARNISHES

Now Is The Time

To think of the paint and varnish proposition for your 1914 paint departmemnt.

If your paint department has not been up to your expectations in the past, THEN IT IS TIME FOR A CHANGE.

MAPLE LEAF PAINTS AND VARNISHES

and our liberal agency proposition will offer you an agreeable and profitable change which will open your eyes to the possibililties that are to be had in handling a quality brand such as the Maple Leaf.

WRITE US RIGHT AWAY ABOUT IT.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

FORD



An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd.
General Offices and Works
St. Catharines, Ontario.

"High Standard Sam"-Says -



"People who live in glass houses need no paint—but who wants to live in a glass house?"

The Mark of "High Standard" Your Protection.

You'll find the best people who live in the best houses think most of Lowe Brothers' High Standard Paint. That makes it easy to sell—and profitable. Write for details of the new dealer agreement made with High Standard exclusive agents.

LOWE BROTHERS LIMITED

Lyon-Monkhouse Winnipeg — TORONTO — Johnston Paint & Varnish Co. Vancouver

A NEW SNIP

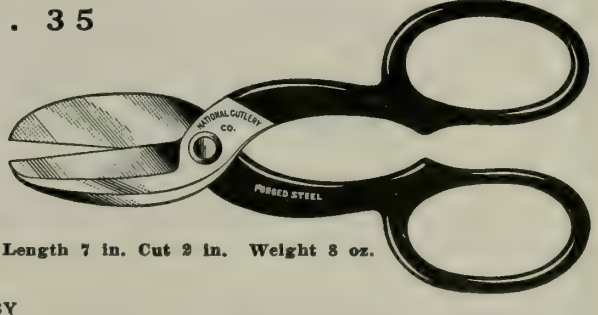
NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

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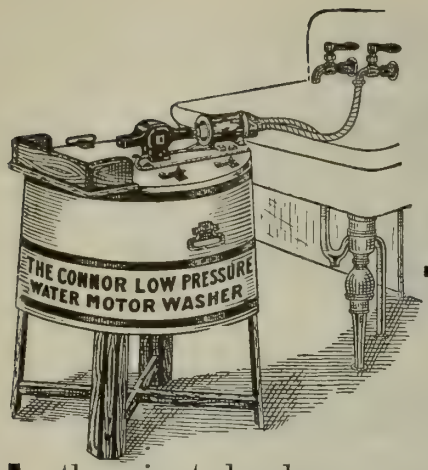
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



Up-to-date Housekeepers Looking For It.

PROVE yourself to be a live, up-to-the-minute hardware man by selling the

CONNOR LOW PRESSURE Water Motor Washer

Every housekeeper in your vicinity will be interested in this washer. Everyone of them is a prospective buyer. This washer is NOT stalled when the water pressure is low. In fact it is specially designed to cope with such emergencies. Washes clothes quickly and thoroughly on a 20-lb. pressure. This feature is what will appeal to your "prospects" more than anything else.

Write for full description and our proposition to you.

J. H. CONNOR & SON
LIMITED
OTTAWA

CHRISTMAS SPECIAL OFFER IN BATH ROOM FIXTURES

Write to-day for full particulars of an assortment to retail at $5.00. This is specially selected for the average Bathroom; and is very suitable for **Christmas Trade.**

Each set is packed in a separate box, complete with screws.

The price to you is **Very Special.**

Made in Canada by

KINZINGER, BRUCE & CO. Ltd.
NIAGARA FALLS, ONT.

Sell Your Customers "Consolidated" Glass

then you'll be sure of their repeat orders.

We'll stand back of *your* word that Consolidated Glass is all you say it is, and we'll make good any just claim to the contrary.

If you buy "Consolidated" glass from us we'll do our best to help you get the reputation of selling the best line of glass in your locality.

That's co-operation, isn't it?
Write us now for prices and particulars on: Polished Plate Glass, Mirrors, Window Glass, Cathedral, Skylight, Muranese, Florentine, Enamelled, Chipped, Art Glass, Leaded Glass, Wire Glass, Sand Cut Glass.

Address.

The Consolidated Plate Glass Co.
of Canada, Limited

241 Spadina Ave., Toronto

Phone Coll. 8000
Private Branch Exchange connecting all Departments.

GEORGE B. BIRCH
The Cheapside Brass Foundry
BIRMINGHAM,
England.

Manufactures
Stair Rods and Eyes,
Casement Rod Fittings
and General Furnishing
BRASS FOUNDRY

Agents Wanted

WATCH FOR FUTURE ADVERTISEMENTS

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Get them from

DOOR CURTAIN RODS
DESK OR HAND RAILS
STAIR TREADS & NOSINGS
TUBES, BEADINGS
MOULDINGS OR
ANY KIND OF BRASSWORK
you may as well have the best obtainable.
Write us for quotation.

WILLIAMS BROS & PIGGOTT Limited
Herbert Rd., Small Heath, Birmingham.

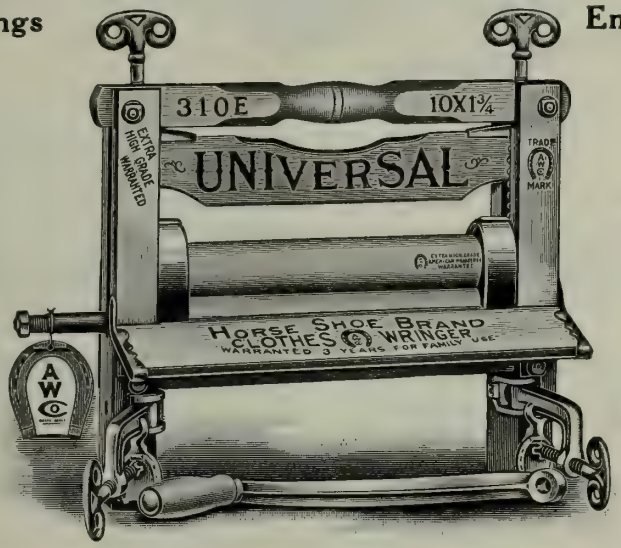
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UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

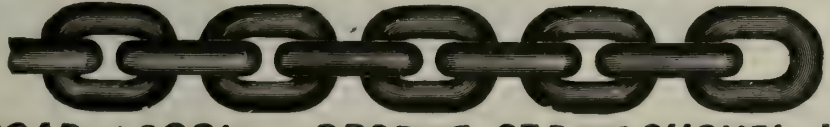
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Our Motto—"QUALITY"

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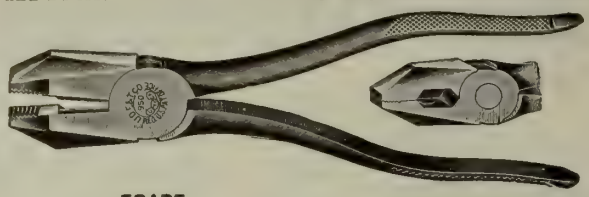
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Put them up against the wear and tear of every day use and abuse. That's the test that has standardized Utica Nippers and Pliers. There's a reason why they don't fall down—always make good.



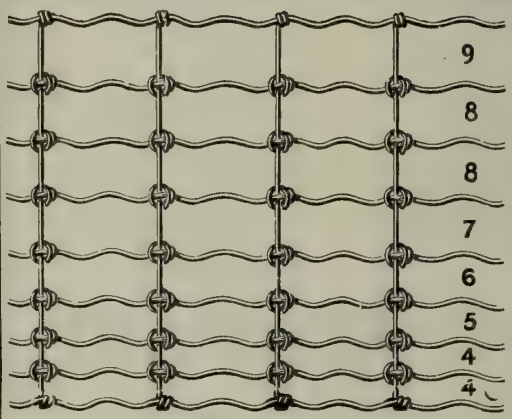
They not only have the stuff in them that satisfaction is made of, they are made by men who know how to make quality pliers. They fit the hand, and in its natural grasping position, and they are finished in a finish that fits the eye, as the handle does the hand. The cutting edges are the acme of cutlery art.

May we send a catalog to you? A post card will bring it.

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To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

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They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

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MONARCH

OWEN SOUND WIRE FENCE CO., LIMITED

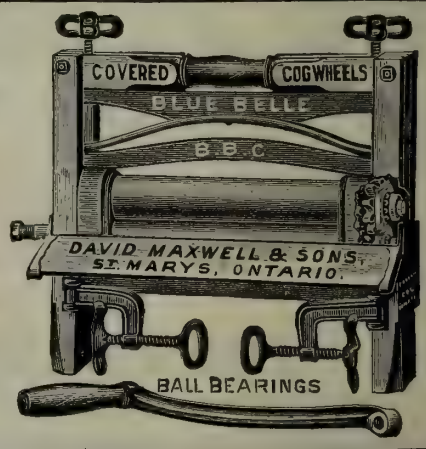
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The Maxwell line of Wringers includes over fifty distinct machines, classified according to quality of rolls from Five, Three, Two and One Year Grades. Styles include Covered and Open Gears, Plain and Ball Bearings, Flat and Spiral Springs, Single Lever Clamping Attachments and Malleable Iron Clamps which fit any tub.

In each of these Grades and Styles you can give your customers the very best value they can possibly get for their money.

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goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

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"The Standard the World Over"



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ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



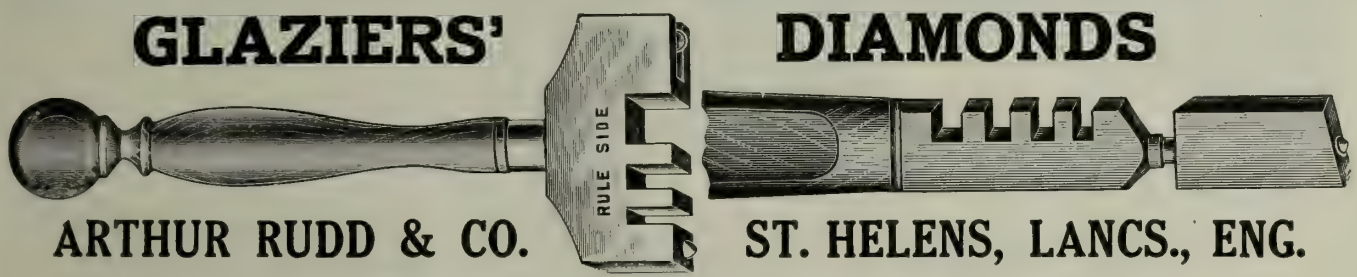
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GOLD MEDAL
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TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

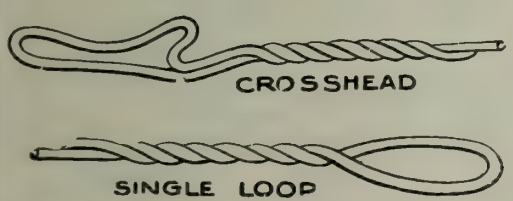
St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents :—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.
This is the line that brings the deale rclean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F Moulden, Winnipeg, Man.



Get Your Trade Acquainted With These Garden Implements—For Acquaintance Means Big Demand

When a customer calls for a hoe be prepared to recommend and sell **"Norcross" Cultivator-Hoes and Weeders.**

Every buyer is so well pleased with these implements that he will bring you other sales from his friends or neighbors.

These tools outclass the common hoe from every standpoint, will outsell it, and cost no more.

Any of the following jobbers will be able to supply you with "Norcross" tools, and full information.

McLennan, McFeeley & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; Jas. Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.

C. S. NORCROSS & SONS, Bushnell, Ill., U.S.A.

Patentees and Sole Manufacturers

Making Good and Making Excuses.

¶ The peculiar thing about the man who never makes good is his marvelous ability to trump up excuses showing 'why and how' he could not.

¶ The man who tells you that he will meet you at a certain hour and is not there, will invariably see you next day with a blanket of finely woven excuses which would do justice to an attorney attempting to get a new trial.

¶ There was once a solicitor connected with a big business concern who did not solicit. He told a few stories, including one about his salary, and always in conversation he drew just twice what he really got and what he really got was just twice what he was really worth.

¶ The man who never *does* is always busy telling folks why he *didn't*. He evades direct answers just as he does direct action. He is always *going* to do something, but never gets around to it. In the world of excuse he is a genius, but no one is ever able to place a finger on anything that he has actually done.

¶ The work of some people consists in getting to and from the office, although their contract calls for business. This type of individual takes up the time of those who are usefully employed, telling just how he 'almost' landed a contract or made a sale. He may be punctual to the minute, but delivers nothing on his arrival.

¶ This type of man believes that 'being around' is being on the job, that getting down to the office is getting down to business, that swelling up over a thing is swelling the receipts.

¶ When this type of man is discharged from his job, which of course he always is in due course of time, he tells his friends how 'someone had it in for him,' and that his discharge is the result of a conspiracy formed by a few head men who were afraid of him.

¶ He is always late, always detained, always busy, always sick—anything and everything except *always on the job* at the time he is supposed to be.

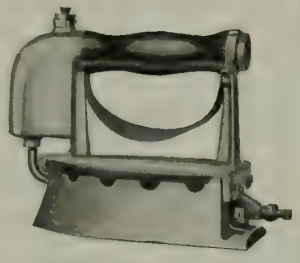
¶ *The moral*: the world has no use for such a man and he is only used to fill in until it is possible to get the real thing.

Efficiency

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THE STANDARD SELF-HEATING SAD IRON

EASY
To Light
Regulate
Operate



SAVES
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The only Self-Heating Sad Iron sold under an absolute guarantee.

Cast Fuel Tank.

Positively Non-Explosive.

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Immediate Deliveries.

The Standard Sad Iron Co.

Mansfield, Ohio.

A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

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Trinidad Lake Asphalt does this for a roof:

Makes it lastingly waterproof. Gives it life to resist rain, sun, wind, heat, cold and fire. Keeps it from cracking, breaking and leaking.

This is why we use it to make Genasco.

We tell your customers all this, through the leading magazines and agricultural papers, and they make up their minds what roofing they want before they come to buy it.

No trouble for you to sell Genasco, and no trouble after you do sell it—nothing but satisfaction and repeat orders.

The **Kant-Leak Kleet** helps to make still greater satisfaction.

Are you ready for the demand? Order now from your jobber.

Write us if he can't supply you.

The Barber Asphalt Paving Company

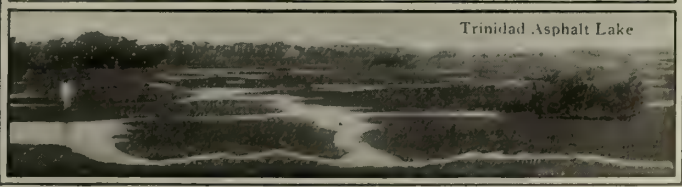
Largest producers in the world of Asphalt and Ready Roofing

PHILADELPHIA

New York **San Francisco** **Chicago**

Canadian Distributors:

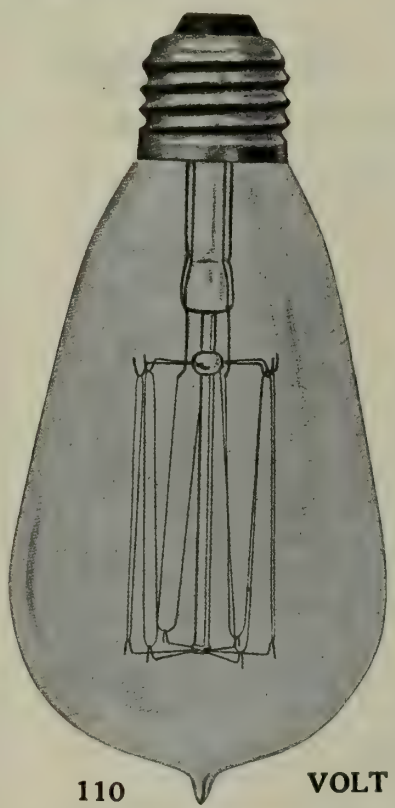
The Canadian Asphalt Co., Ltd., Winnipeg, Man.
D. H. Howden & Co., Ltd., 200 York St., London, Ont.
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40 Watt	36c
60 Watt	40c
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Special prices for quantities.

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It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

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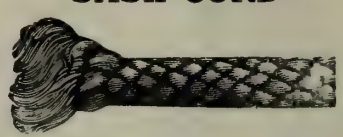


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Best Study of Mankind Was Man

In the current issue of MacLean's Magazine, the story of the Bordens—big men of both political parties in Canada, gives us studies of popular, successful and very human fellowmen. These character and family sketches are contributing mightily towards the interests of the readers. In the December number look out for the racy account of the Fighting Denisons of Toronto, a family who would not settle in the Queen City when it was proposed that

Toronto Be Called Dublin

The Germans who have aided the Kaiser in making modern Germany what a magnificent machine it is, are well described by Frederic W. Wile, Berlin correspondent of the London Daily Mail. MacLean's has the copyright. Ballin, just out, is timely. He is even now trying to make the German Empire a partner in the Hamburg-American Steamship Line. Bebel, the Red Napoleon, will be described in December.

In Fiction, the best stories are appearing. A short story by Cody relates how a

Lawyer is Beaten by a Boy

In our new serial, Spanish Gold, by George A. Birmingham, there appears a humorous story that will set everyone agog.

If this is not enough, take a look in December at:—

—The New Scrooge.
—Millions From Waste.
—Moving a University.
—A 1,000 Miles of Wealth.
—The Banking Situation.
—The Popular Book.
—Power That Serves.

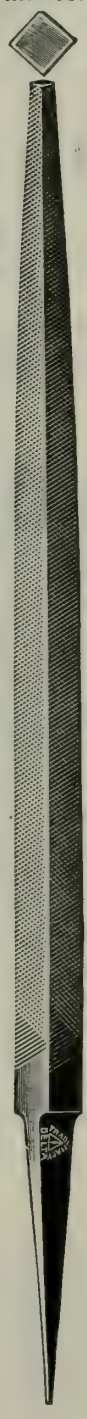
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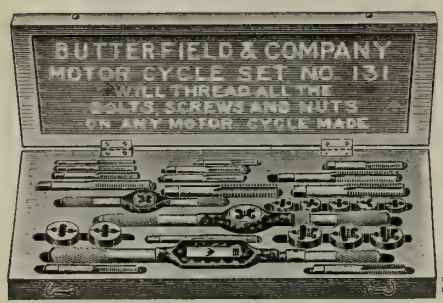
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Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

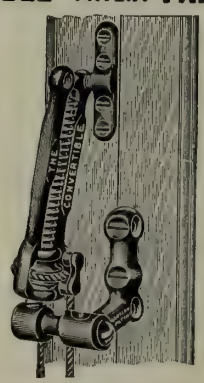
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This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

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Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

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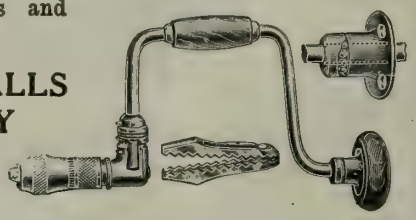
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when they were young, are still using the same tool because of its many good qualities.

Our latest pattern, Nos. 30 to 34, includes every feature that can in any way add to convenience and durability. It is free acting and non-splitting; has ball thrust, forged steel jaws and will outlast the average brace two to one.

Send for details and complete catalog.



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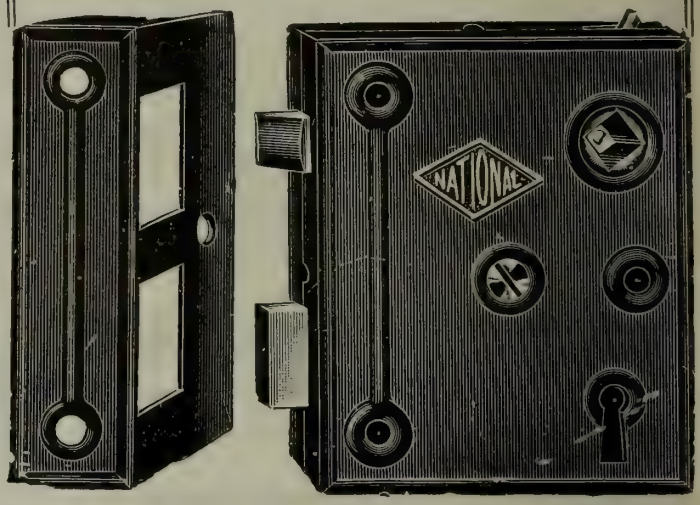
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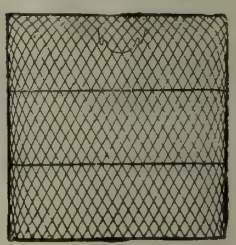
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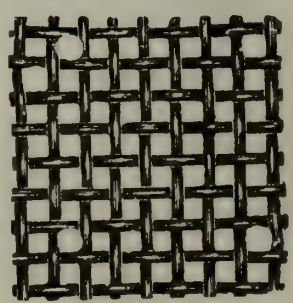
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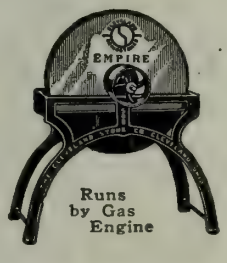
Canada Wire & Iron Goods Co.
HAMILTON

Sell the Cleveland

The Grindstone With This Trademark

Protects you from the unfair competition of inferior grindstones. Protects your customers. All sizes—fine or coarse grit—power, hand or treadle—the line is complete, and your profits are generous.

Do not be tricked by the misleading term "Berea Grit"—a mere name that does not refer to grindstone quality such as your trade demands. Write to us and get posted. Cleveland Grindstones are genuine Berea or Huron stone, unequalled for uniform grit and necessary grinding hardness.



The Cleveland Stone Company
Cleveland, Ohio

Peter Orr & Son's
Flexible
GLASS PAPER
GLASS and EMERY CLOTH

HAVE A REPUTATION
OF NEARLY 100 YEARS

Order through our Canadian Agent:
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WORKS:
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DOMSTEEL WIRE Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS
All Standard and Special Gauges



LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails."

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Head Office and Works
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Sales Offices:
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Revolving CASES



A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

American Bolt & Screw Case Co.
DAYTON, OHIO.

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

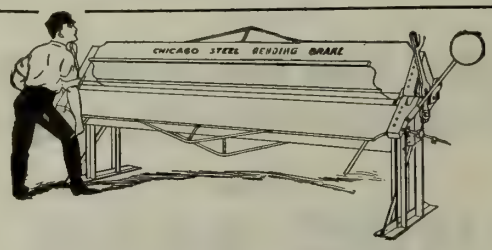
Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.



For Sale by
Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

Particulars on Request.

Manufactured only by
J. SAMUELS **TORONTO, ONT.**



CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL



It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

The Polish Discovery—the wonderful

Bon Ton

cream metal polish



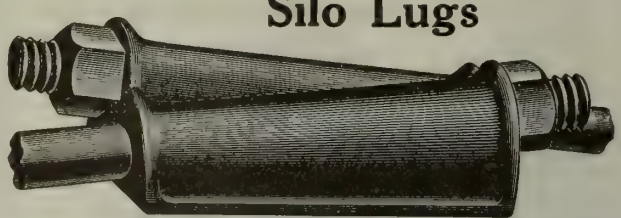
——Remains in solution—**no sediment.**
——Polishes in **half** the time.
——Contains **no** acids or injurious chemicals.
——**Greater profits to merchants.**

¼-pints, 85c doz. Counter Display Boxes. ½-pints, $1.50 doz. ½-gals., $7.20 doz. Pints, $2.50 doz. Gallons, $12.00 doz. Quarts, $4.00 doz. Central Canada Prices.

Polish Sales **Multiply** with Bon Ton.

Used by Grand Trunk Railway Co., Toronto Railway Co., Northern Navigation Co., the Bank of Montreal, and hundreds of large users across Canada.

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Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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BOENTGEN & SABIN

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Manufacturers of
BONSA BRAND FINEST CUTLERY

Specialty:
BONSA TOOL PADS
in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

Write for Catalogues

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON
SALEM, NEW YORK



THERE IS ONLY ONE GERMANTOWN LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

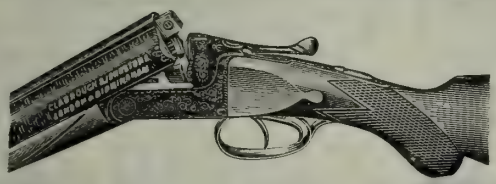
Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.
New York, N.Y., U.S.A.
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THE LARGEST PRODUCER & SHIPPER IN U.S.A.



CLABROUGH GUNS

Are Selling Well In Canada.
Made in Birmingham, England by
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WHOLESALE CANADIAN AGENTS:
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We have a large stock of **Carriage and Machine Bolts** and **Coach Screws, Rivets, Nuts and Washers,** from which we can fill all orders immediately.
Prompt Shipments. Reasonable Prices.

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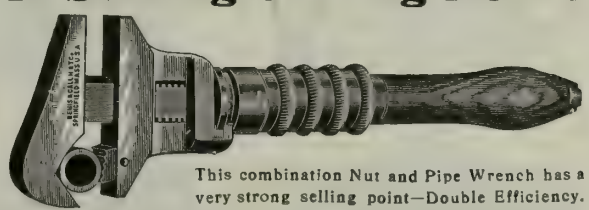
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of every description

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This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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BLACK JACK

QUICK
CLEAN
HANDY



TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—
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CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

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Fraser Avenue, Toronto.

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HAMILTON STAMP & STENCIL WORKS, LTD.,
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CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

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NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

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White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
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Write us before placing any order for
FLASHLIGHTS
We carry a complete line of the highest grade casings, batteries and bulbs. Also a big stock of
TUNGSTEN LAMPS
ERNEST & MARTIN BERNET
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THAT'S SUFFICIENT
SEND FOR CATALOG TO
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GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

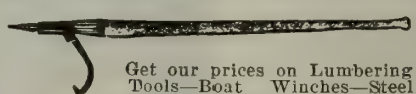
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We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.



HARDWAREMEN
You should stock a sample of
JAMES BROS. FEED BOILERS
Made in all sizes by
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Send for a catalogue.



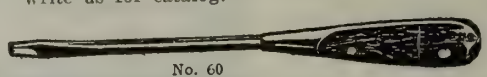
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ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.



ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg. Co., 121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

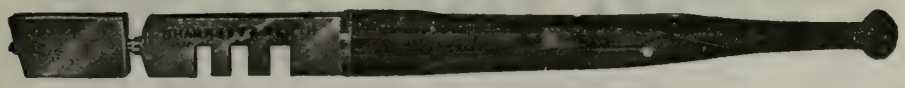


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SOUTHINGTON MFG. CO., Southington, Conn.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE

The smoothest and most pliable made

Wire Nails, Oiled Spring Barb and Plain Fence Wire, Oiled and Annealed Clothes Line Wire Saples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

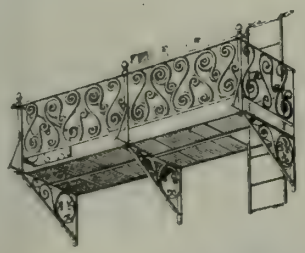
MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

F. E. MYERS & BRO.

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J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



ORNAMENTAL IRON BALCONIES IRON RAILINGS

for galleries, porches and all other purposes.

SEND FOR CATALOGUES.

DENNIS WIRE AND IRON WORKS CO., Limited

LONDON, ONT.

Great Improvements —IN— HAMMERS



ONCE USED, ALWAYS USED.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.

453 BROADWAY BROOKLYN, N.Y.

Warning to Jobbers, Dealers, Agents, etc., Handling Foot Scrapers.

Be it known that we have obtained an injunction, signed by the Honorable Thos. I. Chatfield, District Judge for the Eastern District of New York, restraining John G. Seifert, his clerks, servants, agents, attorneys and employees, and each of them, perpetually from making, using and selling shoe scrapers embodying the invention or improvements shown, described and claimed in Grab's Automatic Foot Scraper.

Although by court order, we are entitled to recover from the defendant costs and disbursements of the suit, which implied an expense of over $1,000; it being, furthermore, decreed by the order, that the defendant should pay us the amount of profits, gains and savings—we have decided not to press the claim of demanding reimbursements for the expense of the suit and have, furthermore forfeited our right to collect damages, as our sole desire in relation to forcing this suit, was to establish the necessary moral effect.

Adhering to our ideas to defend the patent rights on Grab's Automatic Foot Scraper at any cost, we have instituted suit against a large department store that we have found guilty of handling an infringed foot scraper.

For the protection as well as for the warning of the trade, we wish to make our position quite clear; that we will bring immediate suit against any party that we find handling a foot scraper that we construe an infringement on Grab's.

In closing, wish to state that while we have forfeited the cost of suit and damages in the case against Seifert, we are fully determined to recover this sum from the department store against which suit has been instituted.

As a matter of reference, wish to state that our Grab's Automatic Foot Scraper is covered by the following United States patent numbers: 641,639, 641,595, 632,514, and Canadian patent numbers: 145,848 and 145,849.

We wish to inform the trade, in justice to ourselves, that we have spent between $50,000 to $100,000 so far in advertising the article. It is, therefore, nothing short of dishonesty, to attempt to deprive us of the just profits to which we are entitled.

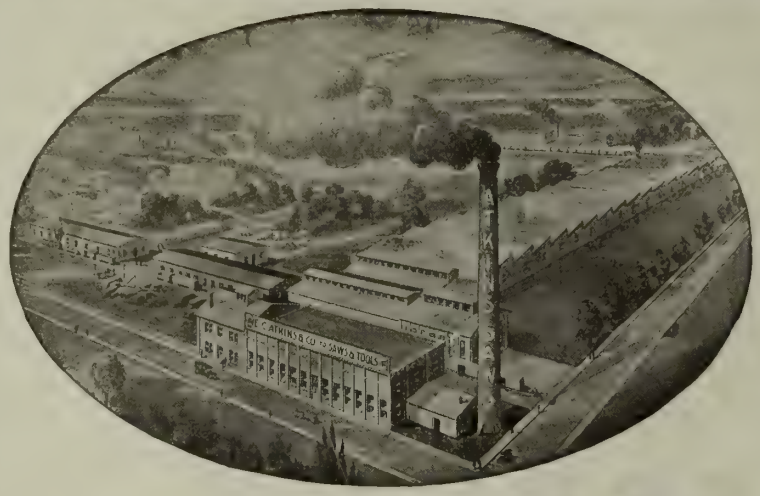
Yours very truly,

Victor M. Grab & Company



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

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In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
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In Disposing of a Desk
In Selling Tinsmith's Tools
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Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
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London Rolling Mill Co., Ltd.
LONDON CANADA

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Reliable QUALITY

FRANCO

A profitable line for the Hardware Dealer

"FRANCO"

FLASHLIGHTS

Sold by all leading Wholesale Hardware Houses

Place an order with your Jobber.

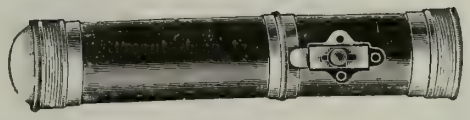
CANADIAN CARBON COMPANY OF WINNIPEG, LIMITED

Western Representatives WINNIPEG, MAN.

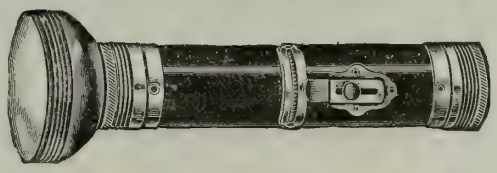


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No. 3426—Nickel, 3 cell.
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FRANCO



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You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

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3. **Its Articles**—are of vital interest to those engaged in the craft.
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5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

MacLean Pub. Co.,
143 University Ave., Toronto.
Please send me (free) sample copy of Sanitary Engineer, post-paid.

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143 University Ave., TORONTO
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Showing Reinforcement

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Burgess-Norton Mfg. Co.

Geneva, Ill., U. S. A.

BUR-NOR

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Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word

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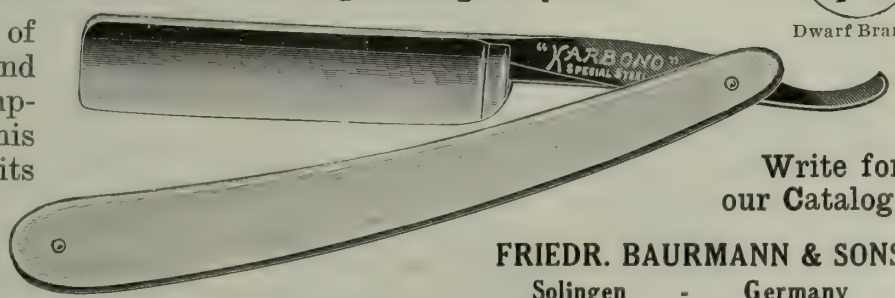


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Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
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G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
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Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
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G. F. Stephens & Co., Winnipeg.
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Lanterns.
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McClary's, London.
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Latches.
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S. P. Townsend & Co., Orange, N.J.
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Can. Buffalo Sled Co., Preston.
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Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
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L. S. Starrett Co., Athol, Mass.
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Tarbox Bros., Toronto.

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General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
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General Roofing Co., Winnipeg, Man.
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United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

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Victor M. Grab Co., Chicago.

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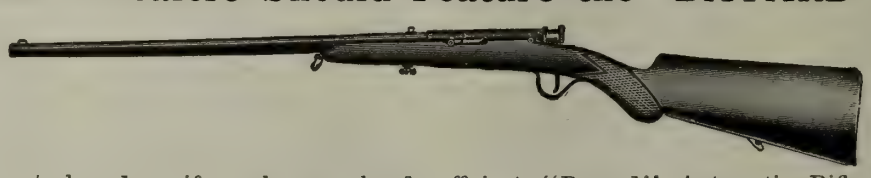
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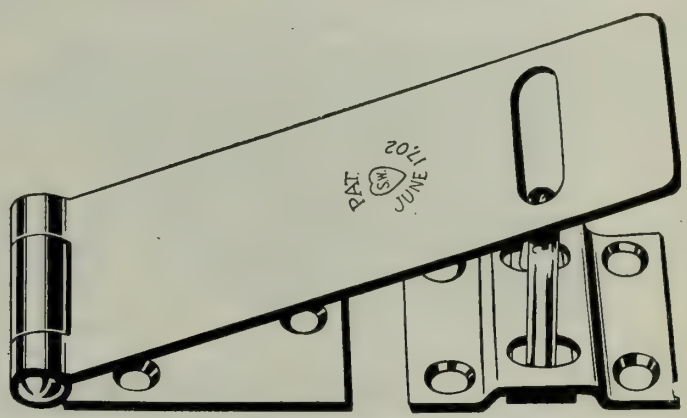
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Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe & Tool Co., Springfield, Mass.

Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

"On another occasion I wounded a bull bison with the Explora and he got away to a hill about 600 yards away without giving me a good shot at him, owing to the jungle being extremely dense. Luckily, I happened to have my Ross with me and put two bullets into him as he got to the top of the hill and knocked him over. The range was certainly nothing under 600 yards.

"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

Discounts on Application.

Ross Rifle Company, - Quebec



THIS SHOWS

BURMAN'S No. 17 CLIPPER

The most popular clipper made. Has cut gears and interchangeable parts. Full stock of parts carried at Montreal.

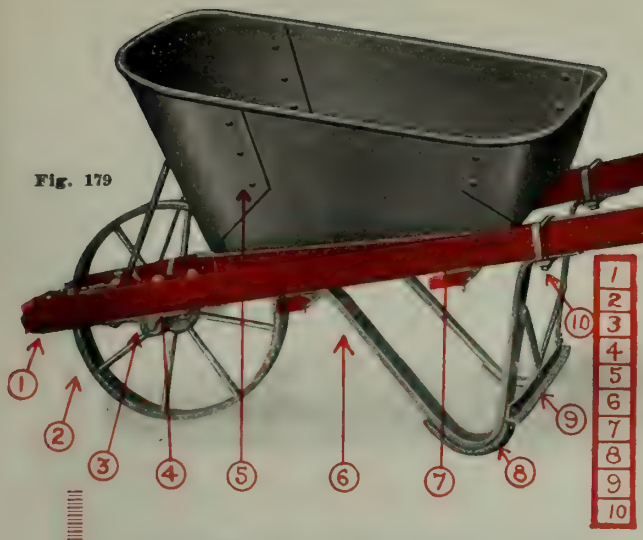
Horse owners know this clipper is the best and will purchase it.

They cannot buy it direct, they can only get it through you or some other dealer—Are you prepared? SOLD BY ALL JOBBERS.

SOLE AGENTS FOR CANADA

B. and S. H. Thompson & Co., Limited, Montreal

Fig. 179



STERLING

WHEELBARROWS AND CONCRETE CARTS

Canadian Patents controlled by us.

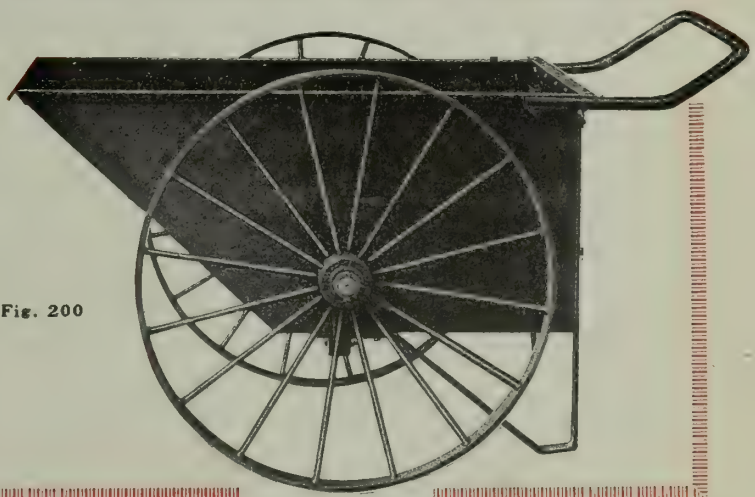
The Sterling line is made for service and is making many friends among contractors and their men. Figure 179 is only one of our many lines. It has forged steel wheel guard, self lubricating wheel, cold rolled steel shaft, malleable wheel supports, double cornered riveted tray, heavy channel steel legs, tested clear maple handles, extra heavy leg shoes, riveted leg braces, patented handle clamps. **Sterling Concrete Carts** are also made for service. We make them in many styles. They are a profitable line for the dealer.

Write today for our new catalogue No. 10.

SELLING AGENTS:—

For British Columbia—John Burns, 329 Railway St., Vancouver, B.C.
For Maritime Provinces—Alexander Gibb, 1-2 St. Nicholas Bldg., St. Nicholas St., Montreal, P.Q.
For Manitoba and Alberta—Bissett & Loucks, Limited, 151 Notre Dame Ave. E., Winnipeg, Man.; 504 Agency Bldg., Edmonton, Alta.
For Saskatchewan—Kilvert Bros., Wall St., Saskatoon, Sask.

Fig. 200



The Meaford Wheelbarrow Co.
Limited
MEAFORD - ONTARIO - CANADA



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

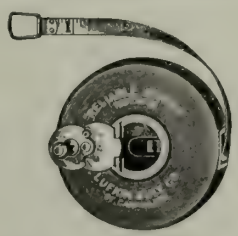
GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

It is a great attainment in this day of enterprise and competition to be the representative house in the manufacture of any line of goods.



It means not merely that the goods produced are the best of their kind, but that they have been consistently advertised and are widely and favorably known.

LUFKIN RULES and MEASURING TAPES

HAVE FOR YEARS BEEN LEADERS OF THE FIELD

Because they have ever been found accurate, durable and reliable, and are Canadian made, they have always sold well. Get a Catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.



Actual Size



Half Actual Size

The Niagara Pattern

Taking its name from the district in which it is made, this beautiful ware conveys the subtle atmosphere of dignity and refinement that we associate with its historic home.

In outline, it is exceptionally graceful and pleasing, and the design has the artistic simplicity characteristic of the best modern craftsmanship.

Niagara Flatware is heavily plated on a high-grade nickel-silver base. It is made to be strong without sacrificing any of the grace of its outline, and it will harmonize with the decorative scheme of the modern dining-room.

It will become a constant and permanent advertisement for you in our king's plate quality.

The McGlashan, Clarke Co., Limited

NIAGARA FALLS, ONT.

In this issue—Studying the Individual Debtor.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

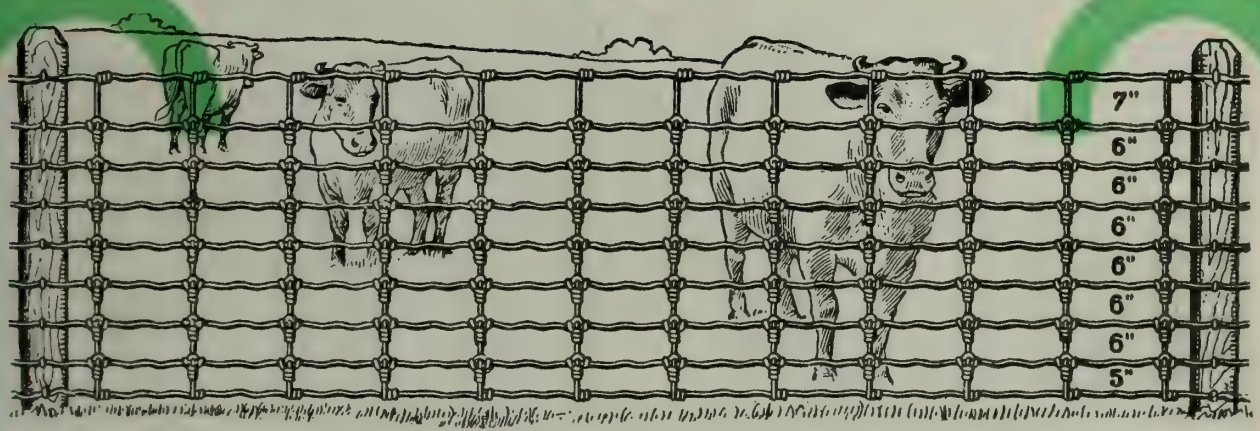
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 46

November 15, 1913

"FROST"

Fence First



THE FENCE FOR GREATEST SERVICE AND CONSISTENT GOOD TRADE

Are your customers fully satisfied with the Woven Wire Fence they have been buying?

Have you seen the possibilities of a more permanent and substantial fence trade with a line that has merits?

If you have an organization that will take an interest in showing the fence buyer where he can get better value and service for his money, our agency should appeal to you. Farmers to-day do not want cheap fence as much as they want dependable fence and it is only when so much of this cheap fence is sold under a guarantee of being equally as good that they buy it.

The material we put in Frost Fence and the several features in the make-up will justify your recommendations. It is a carefully made fence with a binding that is absolutely tight. You can avoid price-cutting competition because Frost Fence is different from all others.

Other lines which will help you make up a mixed car are Coiled and Plain Wire, O. & A. Wire, Bale Ties, Gates and Iron Posts.

Get our prices and literature now and be ready for the Spring trade.

FROST WIRE FENCE CO., Limited, HAMILTON, ONTARIO

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. • He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

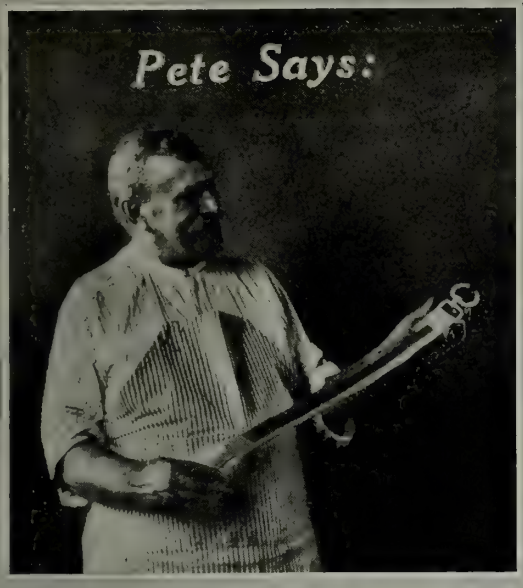
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.00 each. Less 2%.



"A dull, pulling razor has been the cause of more of man's cussin' than all the balky automobiles, "rummy" golf drives, lost collar buttons, or millinery bills in all Christendom."

Have you told your customers how to ease the way for a smooth, comfortable shave? Have you told them about

CARBORUNDUM RAZOR STROPS?

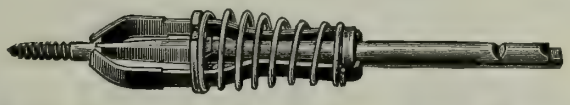
They have three big talking points that will clinch the sales—first: the sharpening side—explain that the finest possible Carborundum powder is rolled into the corrugations—two or three strokes and the razor is brought to an edge—second: the strops are made of genuine, selected horsehide; the finishing side soft, pliable, velvety, smooth—third: the hardware, or holders, are new, novel, practical, convenient.

The prices suit any income.
Ask about our razor-strop display case, hangers, cut-outs, etc.

The Carborundum Company
Niagara Falls, N. Y.

Why Not Feature
THESE TWO
"YANKEE" TOOLS

Quick Return No. 130
and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.



It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

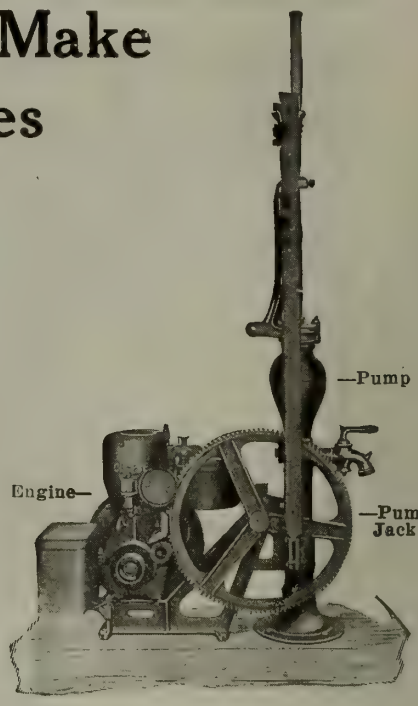
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

THE S.M.P. RAILROAD MILK CANS

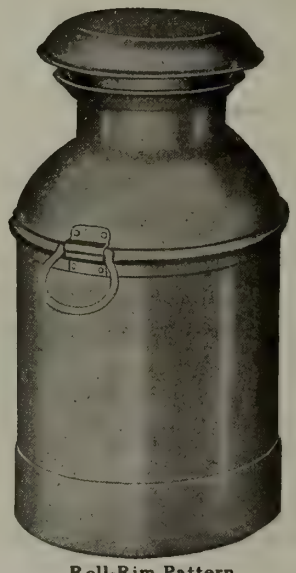
8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.


Inside Hoop Pattern

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application.

Gallons
4 6 8 10


Roll-Rim Pattern

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

THE SHEET METAL PRODUCTS CO.

OF CANADA SUCCESSORS TO LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

QUICK ACTION REQUIRED

This Offer will close very shortly.

We are **now** making a Special Combination Offer of

WIZARD TRIANGLE POLISH MOP

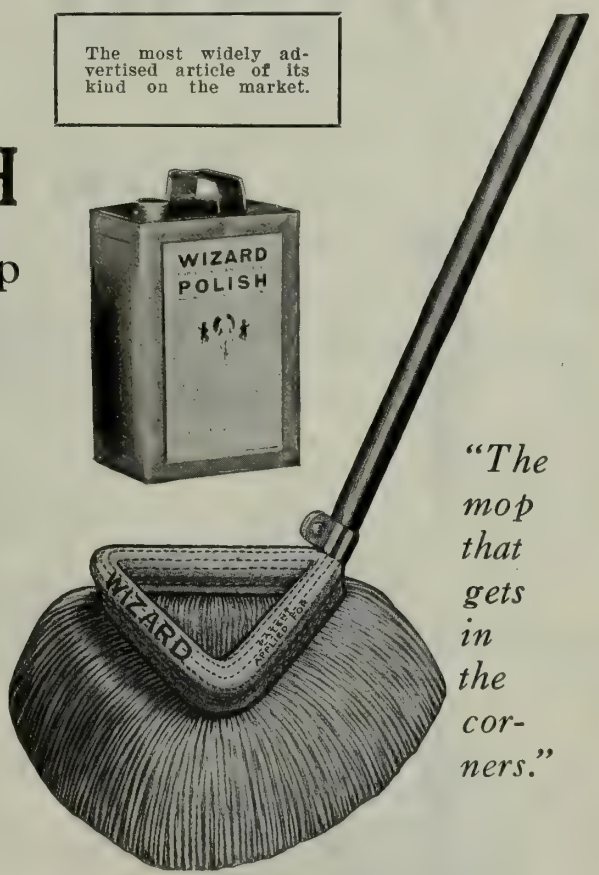
The Mop that "Gets in the Corners"

AND

WIZARD FURNITURE AND FLOOR POLISH

at the regular price of the Mop alone.

The most widely advertised article of its kind on the market.



"The mop that gets in the corners."

OUR SPECIAL OFFER

12 MOPS and 12 Quart Cans } For $16.00

The regular retail price of the MOP is $2.00; POLISH, $1.00. You can sell the $3.00 combination for $2.00—give your customers a quart can of Wizard Polish FREE.

But You Must Act Quickly.

What the MOP is

The Mop is of very full stocked Cotton threads permanently bound to a **Triangular** Metal Frame.

The Mop is sent out already properly saturated with Wizard Polish.

After the Mop has become much soiled it can be thoroughly cleansed with hot water and soap and again renewed with Polish.

What the POLISH is

Wizard Polish is neither an oil nor a varnish. It is a **Wood Food and Polish Renewer.**

Besides its use with Wizard Mops for cleaning Hardwood Floors, Linoleums and Oil Cloths, it is unexcelled for use in repolishing furniture, carriages, pianos, etc.

It dries instantly and does not gum nor stick.

Get in on this Offer—There is money in it.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The
STEEL COMPANY OF CANADA LIMITED
Hamilton

WOOD SCREWS



Bright Brass Bronze

Blued, Brassed, Bronzed, Nickel Plated,
Silver Plated, Tinned, Coppered,
and Japanned.

DRIVE SCREWS.



Prompt Shipments

assured from our complete stock which
we now have.

We solicit your RUSH ORDERS.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

When You Hear a MECHANIC "CUSSIN"—

You can generally put it down to the use of some Inferior Tool. Supply him with

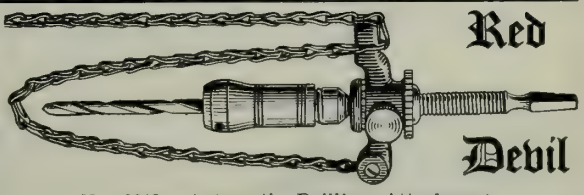
"Red Devil" TOOLS

AND KEEP HIM IN GOOD HUMOR
MAKE HIM SMILE ALL THE WHILE

A Few "Red Devil" Tools Pertaining to the Electrical Trade



Red Devil — No. 1213—Screw Drivers. All Sizes.

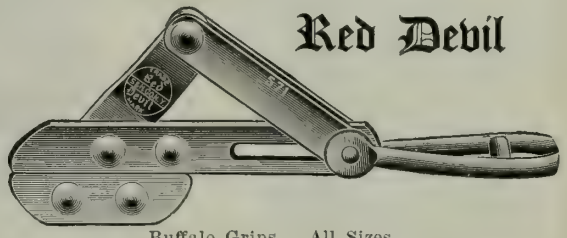


Red Devil

No. 2012. Automatic Drilling Attachment.



Red Devil — Pliers—A Tool for Every Purpose.



Red Devil

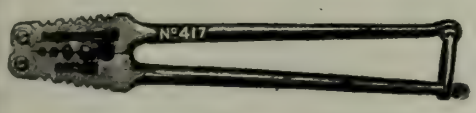
Buffalo Grips. All Sizes



Red Devil — Linemen's Tools. All Sizes.



Climbers, All Sizes.



Red Devil
Splicing Clamps, All Kinds.



Red Devil
Clark's Pattern IV.
Expansive Auger Bits.



Clamps of Every Description.

Smith Hardware Co., Limited
MONTREAL

Trulite

Our Guarantee

Every Trulite Cold Blast Lantern is fully guaranteed without reservation or restriction. Should a Trulite lantern, for any reason, not meet with the approval of the purchaser, it may be returned at our expense, stating where purchased, and we will replace same free of charge.

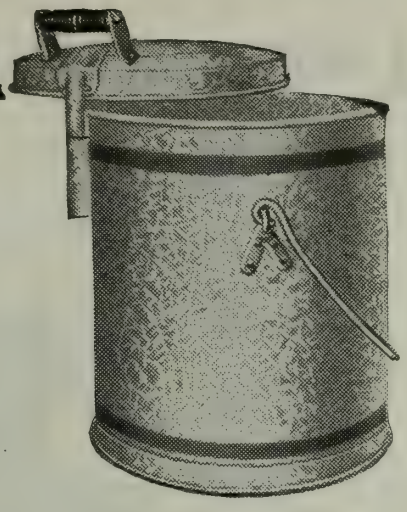
OUR SALES AGENTS—the best Hardware jobbers in their respective communities—order Trulite lanterns from us so frequently that no matter where purchased, every Trulite lantern should be as new, bright and clean looking as if sold direct from the factory. In spite of every precaution, conditions or circumstances--beyond the control of ourselves or our Sales Agents---may be responsible for the sale of a Trulite lantern in an unsatisfactory condition. When this does happen, we earnestly urge that the purchaser take advantage of the Trulite guarantee, as printed on the tag attached to each lantern. The reputation of the Trulite is too valuable an asset for us to risk a misunderstanding regarding the quality of our product, with even a single customer.

Ontario Lantern & Lamp Company, Limited

J. W. MONCUR, General Sales Manager

Hamilton, Canada

"Samson" Galvanized Ware is made from the very finest quality Galvanized Iron.



Patented Garbage Can

Our Patented Garbage can, strictly dog proof, no knocking off of covers. Made of 23-gauge galvanized iron, heavy concaved bottoms, attractively striped in red, with bails. This is a winner.

"Samson" Personality

—

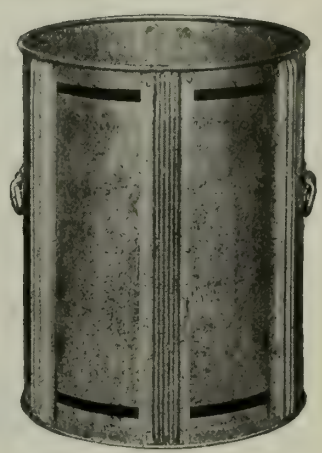
A quality that is individual and distinctive.

The Metal Ware which toes the mark



No. 275.
18" wide, 26" high.

HOWLAND'S
SAMSON
QUALITY
H.S.HOWLAND SONS & CO. LIMITED
TORONTO



No. 165.
16" wide, 26" high.
No. 215.
18" wide, 26" high.

Sides are protected with heavy wood slats wedged in top and bottom. Slats will not come off. Heavy drop handles. Bottom is double-seamed and riveted.

The best can on the market. Heavy metal sides reinforced with heavy 3V metallic slats. Heavy drop handles. This is a life-long can—a beauty.

ABSOLUTELY GUARANTEED

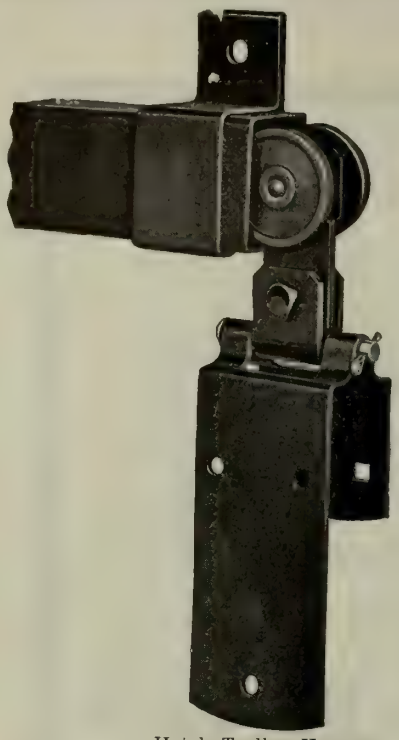
H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

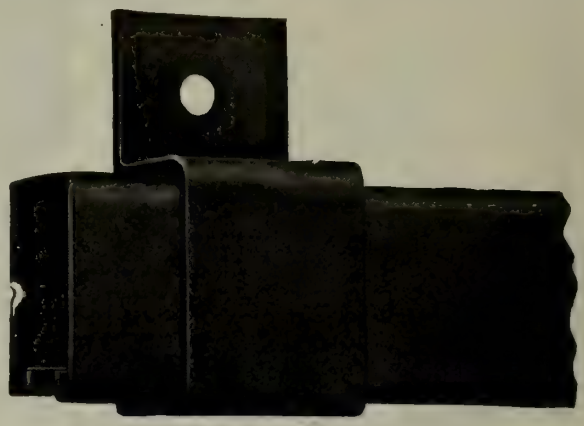
GRAHAM NAILS ARE THE BEST



Hatch Trolley Hanger.

A REAL LEADER—THE HATCH HANGER

The Hatch Trolley Hanger makes the big hit everywhere it is displayed. The strength and durability immediately appeal to the customer and the low price cinches the sale. We furnish a mounted model of the Hatch Trolley Hanger, for all new customers as an advertising medium.



Section of Hatch Track Showing Bracket

Canada Steel Goods Company, Ltd., Hamilton, Ont.

Makers of the reliable Crescent Brand Butts and Hinges.

Most Up-to-date Hardware Stores Sell

H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

Curling Stones That Serve To The Greatest Satisfaction

You will raise the standard and the profits of your Curling Stone business if you handle our "Kay's Excelsior" Curling Stones.

They are ready for use, well shaped, true running and finely finished.

"Kay's Excelsior" Curling Stones are used by the best Curlers.

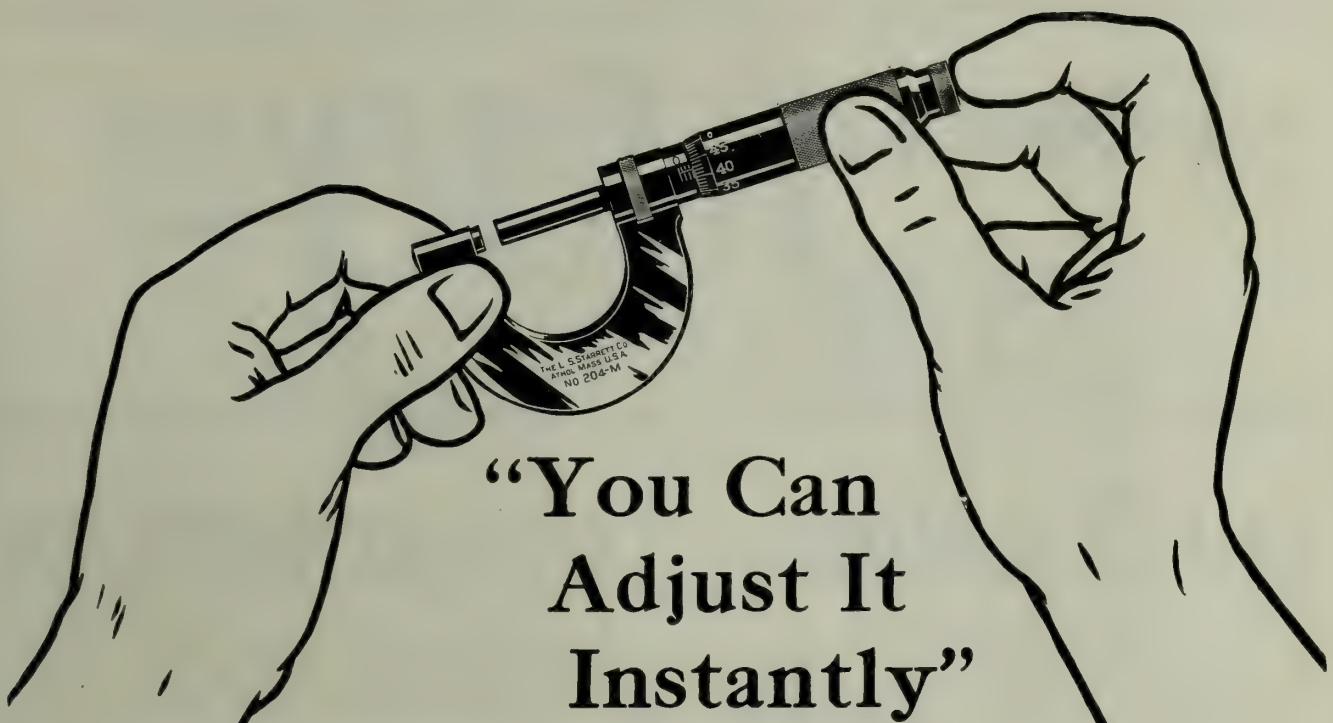
By selling these Stones this Winter, your sales will increase because those who do much Curling recognize their superiority when they have given them a trial.

Drop me a line for full particulars and prices.



THOMAS BLACK

76 Lombard Street **Winnipeg, Manitoba**



"You Can Adjust It Instantly"

That's a pretty strong point of superiority to bring out when you're selling a micrometer. It has made many a sale for other salesmen, but don't forget that it's only in the

STARRETT

Quick Acting Micrometer

that you'll find such superiority. It has a plunger in the end of the barrel and a slight pressure on this releases the nut from the screw so the plunger will **slide** to its adjustment.

Other Starrett Micrometers have other features for different kinds of work. Familiarity with these helps make sales. The Starrett Catalog, 20MA, shows the full line and helps you to become familiar with them. How about your supply?

The L. S. Starrett Company

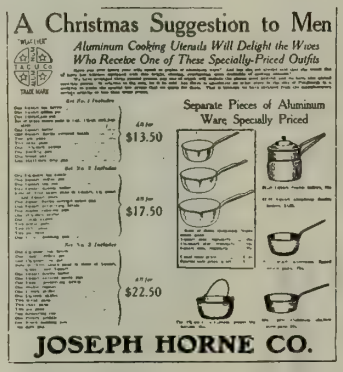
ATHOL, MASS.

NEW YORK—150 Chambers Street **CHICAGO, ILL.—17 No. Jefferson Street**
LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

42-135

FOR THE HOLIDAYS


A Christmas Suggestion to Men

Aluminum Cooking Utensils Will Delight the Wives Who Receive One of These Specially-Priced Outfits

Separate Pieces of Aluminum Ware Specially Priced

$13.50

$17.50

$22.50

JOSEPH HORNE CO.

Reduced reproduction of Adv. Dec. 11, 1911.

When in 1911 the Joseph Horne Company of Pittsburgh advertised cooking utensils during the holiday season other merchants said "They're crazy." But the next year not only did the Joseph Horne Company advertise

"Wear-Ever"
Aluminum Utensils

but also other merchants proved to their satisfaction that **"Wear-Ever"** utensils can be sold in SETS, can be sold for PRESENTS, can be sold to MEN. Following are some of them:—

W. Henry Hutchinson, Lynn, Mass.
Burditt & Williams Co., Boston, Mass.
Graves Hdw. Co., Springfield, Mass.
O. C. Alderman, Springfield, Mass.
Weed & Company, Buffalo, N. Y.
Walbridge & Co., Buffalo, N. Y.
E. Krieger & Son, Brooklyn, N. Y.
J. P. Landrine, Jersey City, N. J.
F. Schneider & Son Co., Union Hill, N. J.
Kline, Eppihimer & Co., Reading, Pa.
Gimbel Bros., Philadelphia, Pa.
Mabley & Carew Co., Cincinnati, O.
Lilly & Stalnaker Co., Indianapolis, Ind.
Wertz & Singer Co., Middletown, O.
Beddell's Furnishing Co., Toronto, Ont.
T. Eaton Co., Toronto and Winnipeg.



Don't Show This to Your Wife

This is a personal interview with the men in which a little Christmas hint is to be dropped.

Now fold the paper so she won't see what you are reading, so she won't know the secret.

You know what pride she takes in her kitchen; how she likes to see it looking bright and cheerful and new.

The old style cooking utensils look black and their newness is gone after a few trips to the gas range.

Get Her One of Our Complete Sets of "Wearever" Aluminum Cooking Utensils

Aluminum makes the most wonderful looking kitchen she ever had the pleasure of presiding over. Aluminum never loses its newness of appearance. It cleans to its original brightness, and cleans easily. Foods are not absorbed into the metal, and the metal never flakes off into the food. Things do not burn easily when cooked in Aluminum.

And "Wearever" utensils are the best Aluminum cooking dishes made.

Go to the Housewares Dept. East Basement and ask to see the complete set of 14 pieces of "Wearever" Aluminum Utensils—you can make no mistake in purchasing such a gift for Christmas and you will make possible for her the kitchen of her dreams.

Here is what the set consists of—The price of the set complete is $10.00:—

One 1-qt. Double Boiler	One Fry Pan.	One Windsor Kettle, 4 qts.
One 2-qt. Coffee Pot	One 1½-qt. Pudding Pan	One set of 3 Lipped Sauce Pans, 1, 1½ and 2 qts.
One 3-qt. Covered Sauce Pan	One Cake Pan	One 2½-qt. Preserving Kettle
One 1-qt. Tea Pot	One Pie Pan	One 3-pt. Shallow Stew Pan

Joseph Horne Co.
The Modern Store

Reduced reproduction of Adv. Dec. 5, 1912.

Jones Hardware Co., Richmond, Ind.
Star Hardware Co., Toledo, Ohio.
Foster Stevens Co., Grand Rapids, Mich.
Hubert Day & Sons, Elyria, O.
H. C. Weber & Co., Detroit, Mich.
T. B. Rayl Co., Detroit, Mich.
The May Company, Cleveland, O.
Geo. H. Wheelock & Co., South Bend, Ind.
The Kelley Hardware Co., Duluth, Minn.
Wm. Krueger Co., Neenah, Wis.
Powers Mercantile Co., Minneapolis, Minn.
Schuneman & Evans, St. Paul, Minn.
Davidson Bros. Co., Sioux City, Ia.
Prusia Hardware Co., Ft. Dodge, Ia.
G. B. Peck D. G. Co., Kansas City, Mo.
Haynes Hardware Co., Emporia, Kans.
Hawley Bros., McPherson, Kans.
Newman-Anderson Hdw. Co., Kansas City, Mo.
G. W. Robinson Co., Hamilton, Ont.

"Wear-Ever" ware has proved a money making "leader," which causes women and men to talk about the store that sells it—which furnishes presents that are pleasing and practical.

If you are interested in pushing **"Wear-Ever"** aluminum utensils for holiday trade, write for suggestions to

Northern Aluminum Co., Limited

Dept. 29 **TORONTO, ONTARIO.**

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

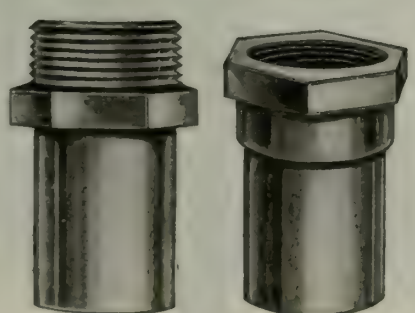
Canada Glue Co., Limited, Brantford, Ont.

GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD FEMALE THREAD

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

A sample order will convince you that we have reason to be proud of the goods we manufacture



A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG

Rust Resisting Anti-corrosive

COPPER BEARING SHEETS

Apollo Keystone Copper Bearing Galvanized Sheets

and

Keystone Copper Bearing Steel Sheets

The greatest improvement in Sheet Metal for years: We now offer you the most serviceable Sheets that can be produced.

FARMERS, Attention:—In order to secure the **very best**, specify APOLLO KEYSTONE Copper Bearing Galvanized Sheets, for your Barns, Silos, Tanks, Implement Sheds, Stock Shelters, Garages, Poultry Houses, Corn Cribs, Culvert Pipes, etc. If your roofer cannot supply you, write us direct.
Send for our special booklet with photographic illustrations of **Actual Weather Tests** showing how much greater durability Copper Bearing Steel has over ordinary steel.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LTD.

Transportation Building
MONTREAL

Traders' Bank Building
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN CANADA



The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.



THE DISSTON HANDY SAW KIT

No. 102 FIVE BLADE SET

Cross Cut Saw Blade, 10 pt. 20″
Rip Saw Blade, 7 point .... 20″
Plumbers' Saw Blade ..... 18″
Compass Saw Blade ..... 14″
Keyhole Saw Blade ..... 12″
Adjustable Handle.

No. 103 FIVE BLADE SET

Cross Cut Saw Blade, 10 pt. 20″
Rip Saw Blade, 7 point .... 20″
Pruning Saw Blade ..... 16″
Compass Saw Blade ..... 14″
Keyhole Saw Blade ..... 12″
Adjustable Handle.

No. 104 FOUR BLADE SET

Cross Cut Saw Blade, 10 pt. 20″
Rip Saw Blade, 7 point .... 20″
Compass Saw Blade ..... 14″
Keyhole Saw Blade ..... 12″
Adjustable Handle.

No. 105 THREE BLADE SET

Cross Cut Saw Blade, 10 pt. 20″
Rip Saw Blade, 7 point .... 20″
Compass Saw Blade ..... 14″
Adjustable Handle.

This is the No. 101 Six Blade Set.

This makes an ideal

CHRISTMAS GIFT

A special lantern slide, and window cards, to help you sell it for this purpose furnished free on request.

Established 1840

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U.S.A.

Reg. U. S. Pat. Office.

How much does each customer owe you ?



Can you say definitely and positively within thirty seconds of being asked?
Could you tell your customer the amount at once if he came into your store with the intention in his heart and the money in his pocket to pay you?
And could you get at it without any addition or computation whatever, and be sure that you have the correct total, nothing forgotten, no chance of mistakes?
The McCaskey Account System will allow you to do this. It will tell you at once the status of any of your customers' accounts to the minute.
It hands your customer a totaled statement of his account with you, every time he makes a fresh purchase.
And it acts as an automatic collector of money due, as it gives your customers visible evidence of the size of their account every time they buy anything more.
Honest people don't like bills to get too large.
Most people are honest!

The "McCaskey reminds them of the size of their bills.
And then with only one writing without any bookkeeping whatever!
Have you as good a system?
Wouldn't you like to know more about this one?
Then write for our book "John Ashley"
And profit by his experiences.

The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
Trafford Park, Manchester, Eng.
The Largest Manufacturers of Carbon Coated Salesbooks in the World

PRECISION TOOLS

No. 480. Feeler Gauge



Goodell-Pratt's

No. 31. Depth Gauge



"Mass Tool" Brand

Profits and Prestige,
for dealers.

Accuracy and Satisfaction,
for users.

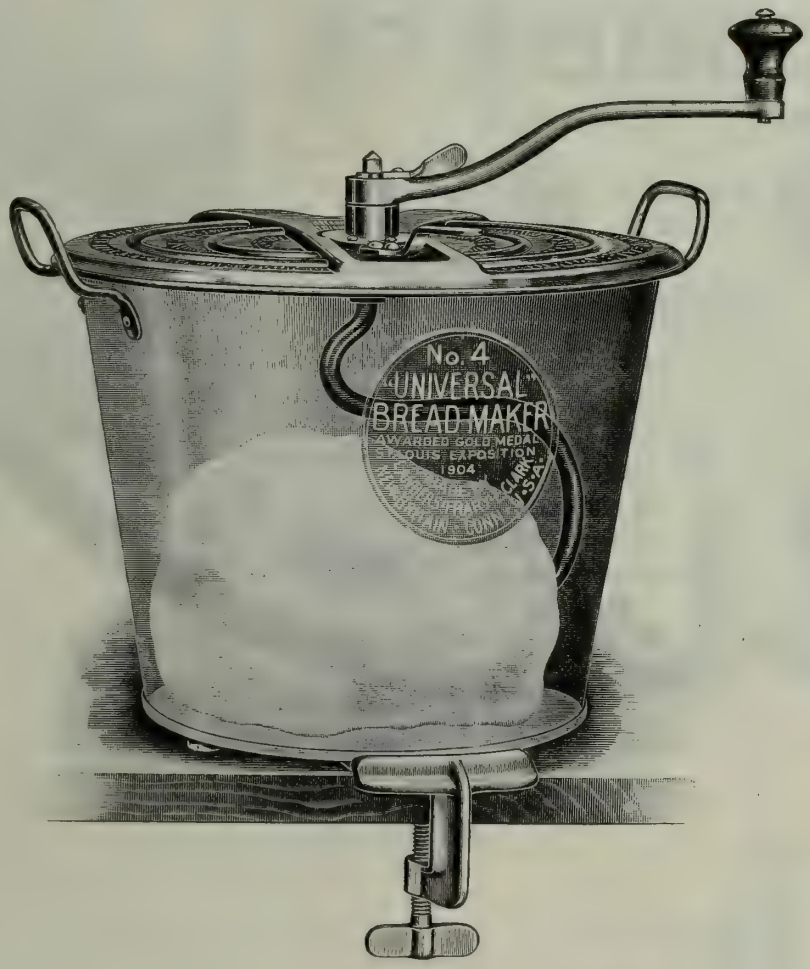
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

"UNIVERSAL" Bread and Cake Makers

will appeal to every woman in your vicinity





When you can offer the housewife an article which will lighten the drudgery of her work you have made an appeal that will bring you some of the best trade that comes into the hardware store.



UNIVERSAL Bread Makers

Mix and knead bread in three minutes. Sanitary in that the hands do not touch the dough. Make better bread than can be made by hand. Four sizes from $1.35 to $2.50 each.

There will be furnished an attractive display stand with the first order for one dozen Bread Makers, together with an assortment of Show Cards and Lantern Slide. Now is the time to go after this trade. Write your jobber for prices, or direct to us.

UNIVERSAL Cake Makers

Mixes batter for all kinds of cakes—simple or rich, whips cream, beats eggs or kneads stiff dough. Two sizes. Prices $2.00 and $3.00 each.

Landers, Frary & Clark

New Britain, Conn., U.S.A.

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



Is It

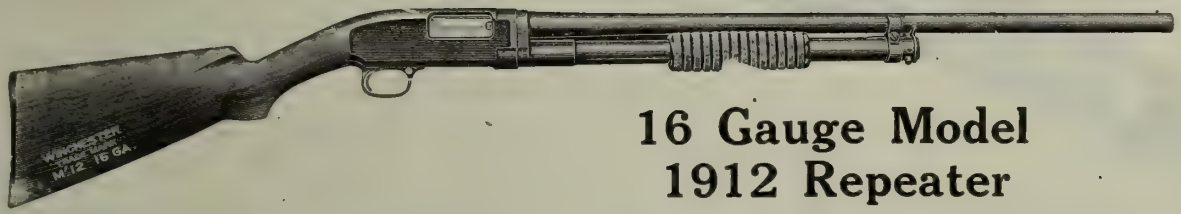
anything in the line of Engineer's or Plumber's supplies that you require?

If it is we can supply you with the highest quality goods at a price that allows a good margin of profit.

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide St. West, Toronto

Two New
WINCHESTER
Shotguns Now Ready



16 Gauge Model 1912 Repeater

The lightweight, hammerless, Nickel Steel, repeating shotgun, 26-inch Nickel Steel barrel, chambered for 2 9-16 inch shells. Weight about 6 pounds, 6 shots. List price, $30.00.

W

20 Gauge Single Shot

Solid Frame and Take Down. A high-grade, handsome, strong and handy single barrel shotgun, 26-inch Nickel Steel barrel. Weight about 5½ pounds. List Prices: Solid Frame, $16.00; Take-down, $21.00.



Don't Lose Sales by not Having These Guns; Order of Your Jobber To-day.

WINCHESTER REPEATING ARMS CO.. NEW HAVEN, CONN.

Get the Right Drills First

Every drill user is convinced that one tryout after another will finally result in finding the right drill for his particular needs. But why not get now the drill you'll choose from future tests?

Tools of Quality

W&B

Bear These Marks.



Tools of Quality

W & B CO

Bear These Marks.

"W & B" Carbon Drills have earned their place among efficiency equipment by showing efficiency in the commercial test.

There's a complete line of sizes to do every job of drilling.

WRITE FOR CATALOG No. 82-G.

The WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

OFFICE AND FACTORY: ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL





The ERIE Line

Seamless Steel Tray Barrows—Barrows for all Purposes

3 cub. ft., 4 cub. ft., 5 cub. ft., 7 cub., ft., 10 cub. ft.
Side or end dump. Barrows made the correct way.
Let us have your enquiries.

MANUFACTURED BY

Erie Iron Works, Limited St. Thomas, Ont.

Plymouth Rope Safeguards Life, Property and Profits

"Hawser Snaps; Youth Killed."
Here is a news item from *The Evening Sun*, New York, of October 15:

HAWSER SNAPS; YOUTH KILLED.

Victim was Captain's Son and Second Mate of Fishing Schooner.

While the fishing schooner "Griswold I Keeney," of the Fulton Market fleet was taking on bait at Greenport, L. I., yesterday morning, a hawser connecting her with the supplying steamer snapped, its loose end striking Albert Erricson, the captain's son. He was killed almost instantly. Young Erricson was about 20 years old and acted as second mate on the schooner, a large 110-ton smack.

Who is responsible for the death of Albert Erricson? Is the manufacturer of the Hawser? Is the dealer who supplied the Hawser? Is the owner of the vessel? Is the Captain of the boat that used the Hawser? What caused the Hawser to part? Was it made of the best material for the purpose? Or had the material been chosen for its appearance and ability to deceive? Did the merchant who bought the Rope order a Pure Manila Hawser of the first quality? Or did he order a Hawser of inferior quality at a less cost than he would have to pay for a first quality article? Did the owner or Captain of the vessel buy and pay for a first quality Manila Hawser? Or did he buy a Hawser a little cheaper to save money? Was the Hawser suitable for the purpose for which it was used? Was it the right size? Was it in sufficiently good condition to stand the strain to which it was subjected? What was the cause of the Hawser parting? Who is responsible for the death of Albert Erricson? Was his death an accident? Or was it a crime?

Reproduced from Cordage Trade Journal, New York, by permission of the publishers.

The fatality described and commented on opposite is but one of the thousands resulting yearly from cheap rope.

Such occurrences should remind every dealer selling rope of the deep public responsibility that is his.

In these days when honest, high-quality goods are sought and appreciated, there is no excuse or reason for any dealer to shut his eyes.

It pays in more ways than one to sell dependable rope—especially if it's Plymouth.

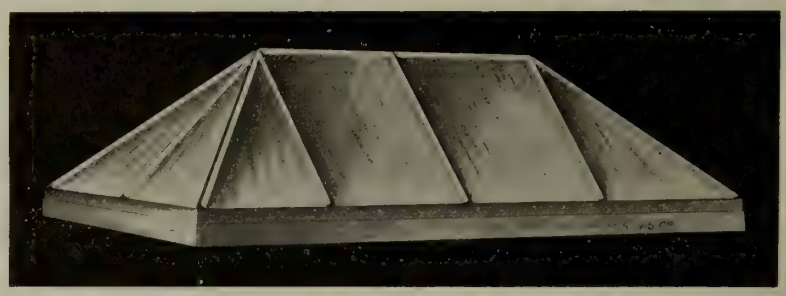
Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO



We Create the Demand You Supply It

That's how Iver Johnson prestige works

We drill Iver Johnson facts into millions of readers every week.
We make it impossible for Iver Johnson Revolvers to degenerate into dead stock.
We blaze the way for you to increase your firearms sales.
What more can you ask?
All Canadian jobbers carry Iver Johnson firearms.

Send for our Catalogue, and for one of our handsome metal signs.

Iver Johnson's Arms and Cycle Works

350 RIVER STREET, FITCHBURG, MASS, U.S.A.

Manufacturers of the Iver Johnson Champion Single Barrel Shotgun



SELL

STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial prof.

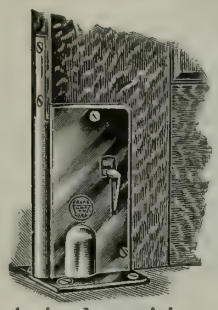
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



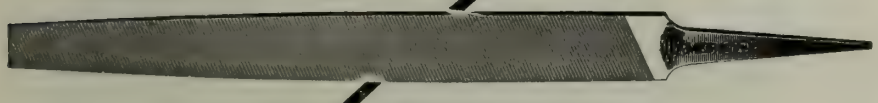
CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK



NICHOLSON MADE FILES

THE world-known line of Nicholson-made Files has achieved such an immense daily sale that it permits the economical manufacture of a private formula special steel for the Nicholson-made File Brands.

In Canada, these File (and Rasp) Brands are

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

each made from this private steel.

This private steel is cut into files on special machines owned solely by the Nicholson File Co., is treated and hardened by a private process. Finally, the file, after passing through 10 inspections, is individually hand-tested for quality, and must reach or pass a rigid standard.

Such a file as this is the Nicholson-made File that reaches your shelves. You **know** what you sell your customer. He in turn gets a file that is "Nicholson-made" and is "just like the last."

It pays to handle "Nicholson-made" Files. All jobbers.

NICHOLSON FILE COMPANY

37

PORT HOPE CANADA

Everything In Its Favour



Quality, workmanship, price and adaptability makes selling easy.

You don't waste time pushing

McClary's Perfection Self-Blasting Roaster

It climbs over all opposition.

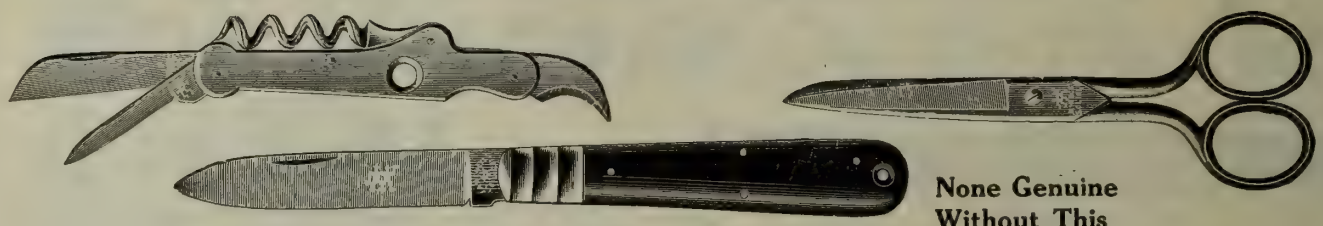
It saves your time and your customer's money—Write our nearest Branch for further particulars.

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

HENCKELS TWINWORKS CUTLERY

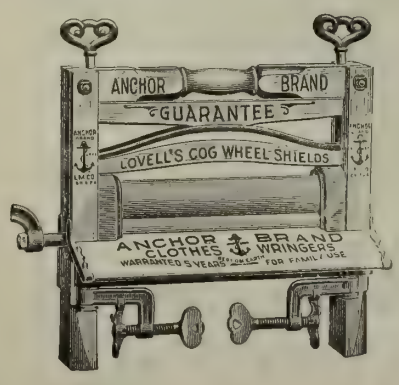


None Genuine Without This Trade Mark

Cutlery of every description for your high class trade.
How is your stock for Xmas?

Sole Agents for Canada

F. W. LAMPLOUGH & CO. Unity Building MONTREAL



No More Rusty Screws

We now electro galvanize our pressure screws, clamp screws, and steel ball bearings. This positively prevents rust from forming on

"ANCHOR BRAND" WRINGERS

Remember that this electro galvanizing is done after the screw threads are cut. Remember that it is a thick, tight, tough coating that adds to appearance. Let us tell you all about "Anchor Brand" Wringers. Write for catalogue No. 7.

Lovell Mfg. Co.
Erie, Pennsylvania

THE REPUTATION OF A RANGE IS NOT BUILT IN A DAY

It takes years of long satisfactory service before the public come to recognize it as a good Range. The quality must be steadfastly maintained, and the latest scientific improvements continually incorporated. Such a Range is McClary's Kootenay Range for it has never failed to give complete satisfaction to its users since first constructed.



The Flue construction is of paramount importance to the buyer. The Kootenay's Flue construction concentrates the heat on the most important parts, the oven and cooking top. Result maximum amount of heat, with minimum amount of fuel.

The heavy nickelled sheet steel in the oven is securely braced, making it impossible to warp. The oven bottom is always level. All bolt heads are flush with the oven bottom.

The fire-box is long, deep and roomy, and correctly proportioned. The linings are of extra heavy durable semi-steel, a metal of extraordinary fire-resisting qualities.

There are many more features—Our nearest Branch is at your service—Write them for full particulars.

McCLARY'S SHIP QUICK.

MONTREAL HAMILTON
LONDON
TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON
EDMONTON ST. JOHN, N.B.

McClary's on goods is a Quality Name



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

PEASE HEATING SYSTEMS

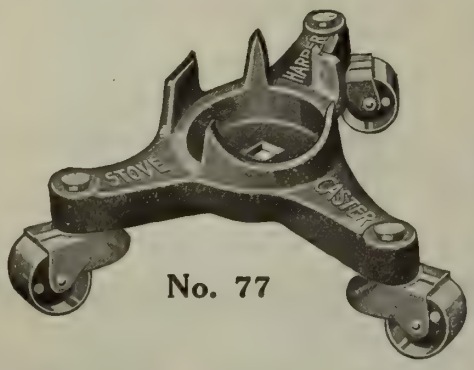
MOST DURABLE
MOST ECONOMICAL
COST LEAST FOR REPAIRS

Write to-day for Catalogue and Prices

Pease Foundry Company

LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.



No. 77

Equip Each Stove On Display With a Set of CASTERTRUCKS

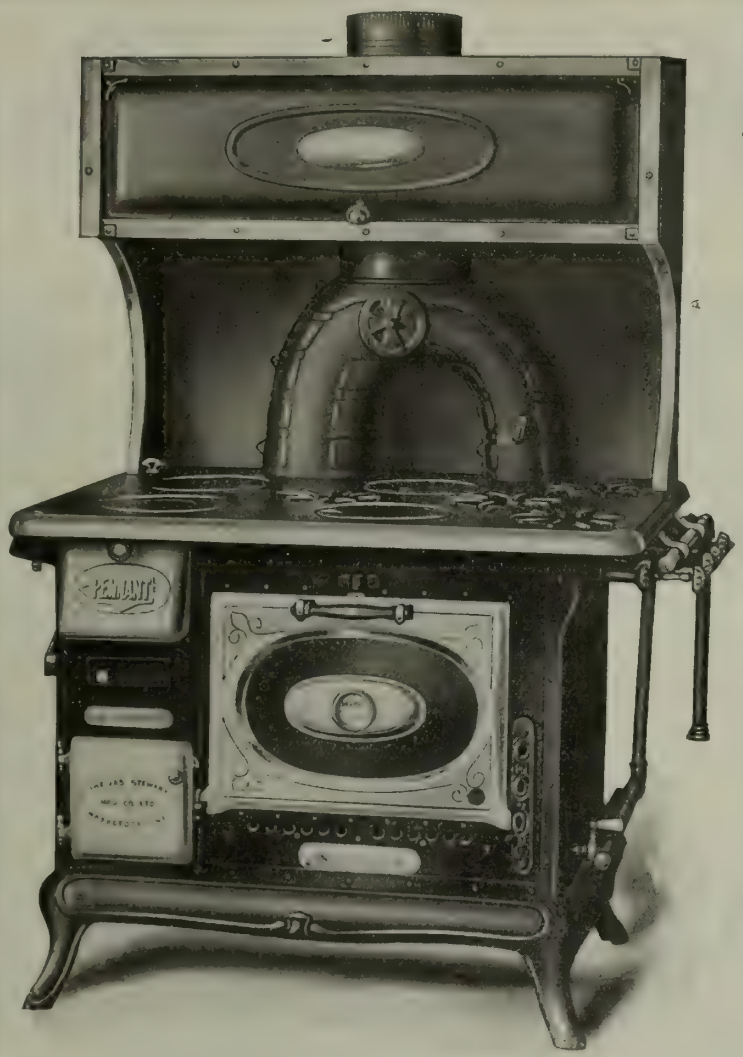
A stove that is fitted with the **Harper Handy Castertruck** can be easily shown to prospective buyers. You can wheel it to them and the light, where they can clearly see every part.

Lack of proper display is causing many dealers to lose good stove sales.
The dealer who has his stoves on a dark, dusty platform cannot show them to the satisfaction of customers.

Mount your stoves on Castertrucks now and guard against loss of business.
If your jobber doesn't carry Harper "Handy" Castertrucks—write us.

Chicago Hardware Foundry Company

North Chicago. Ill.



PENNANT

Two-Fuel Range

Change the Fuel Without Changing The Range

OPERATED WITH COAL OR GAS EITHER SINGLY OR BOTH AT THE SAME TIME WITHOUT MOVING A BURNER.

THE PENNANT is the "last word" in household cooking appliances, offering, as it does, **Two Complete Stoves within the compass of One Good Sized Kitchen Range,** and always available for coal, wood or gas without any tinkering or manipulating of burners.

¶ The top has four 8-inch holes and four holes for gas, presenting a total of **Eight Cooking Holes,** and all available at the one time if required.

¶ There is positively no connection between the coal and gas sections of range, so both fuels can be used at the same time.

¶ Oven flue and flues under main top carry all natural gas fumes direct to chimney.

¶ If you have gas in your town write us for particulars.

The James Stewart Mfg. Co.

LIMITED

Woodstock, Ont. **Winnipeg, Man.**

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

A Belated Surprise to the Stove Trade



We know that many of our customers will ask, why did you not offer us this Heater earlier in the season, but the truth of the matter is, we could not get it out earlier.

We believe any dealer can sell one or more of these stoves this season, and every one sold will be a standing advertisement for next year's business. The MODEST is in a class by itself, and the dealer who secures the sale of this Stove will have something exclusive. It is different from any other Heater on the market, and sells at a lower price than the average Oak Stove. The MODEST has exceptional heating qualities, and the outstanding feature in its construction is the easy control of the fire at any temperature, night or day.

Two sizes are now ready for shipment, No. 12 and 14; the latter size in Single or Double Heater.

The season is getting on, so lose no time in ordering samples. We know the STOVE and the PRICE will please you.

Fitted with Revolving Grate. Has Magazine. Burns Coal or Wood.

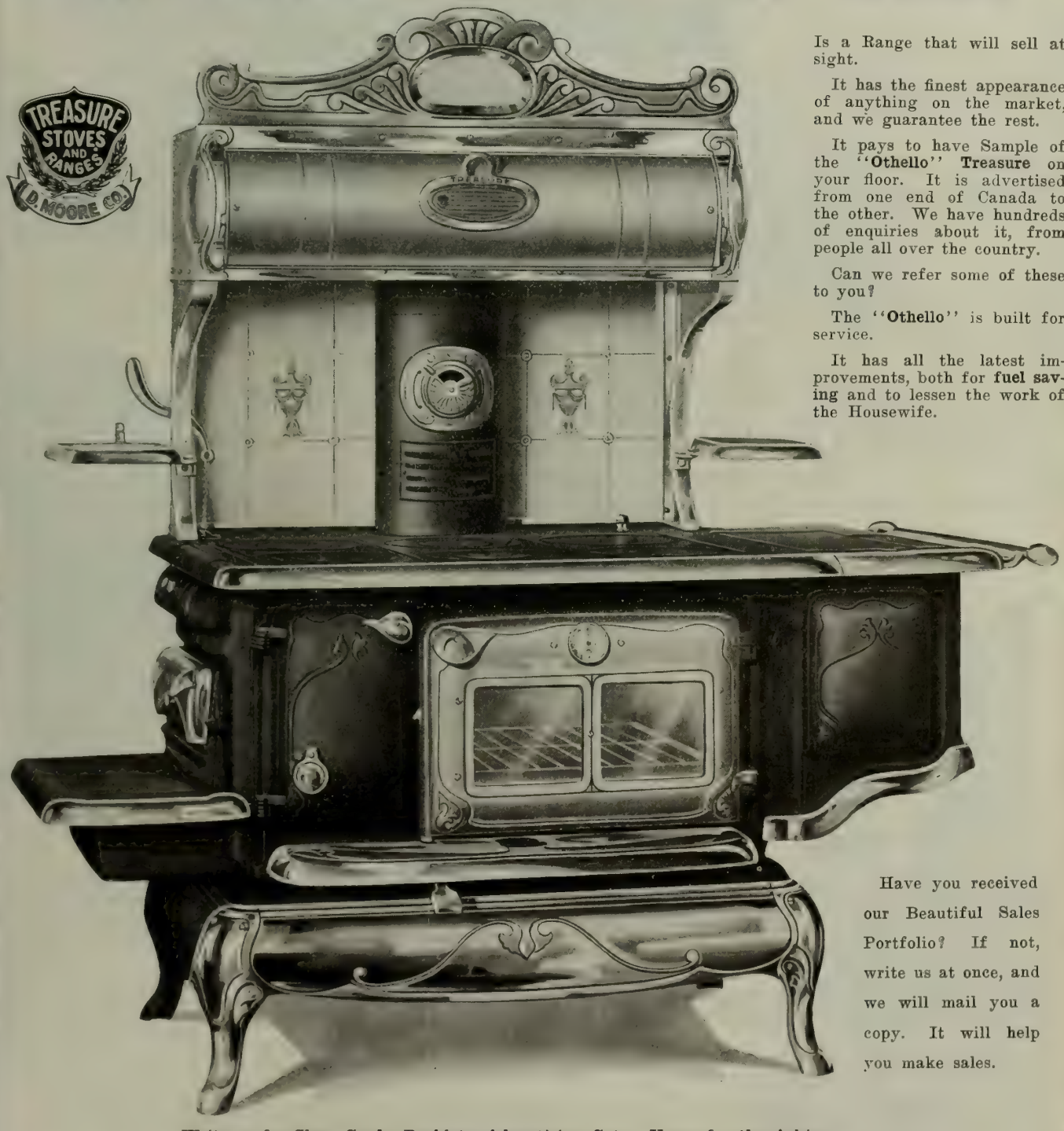
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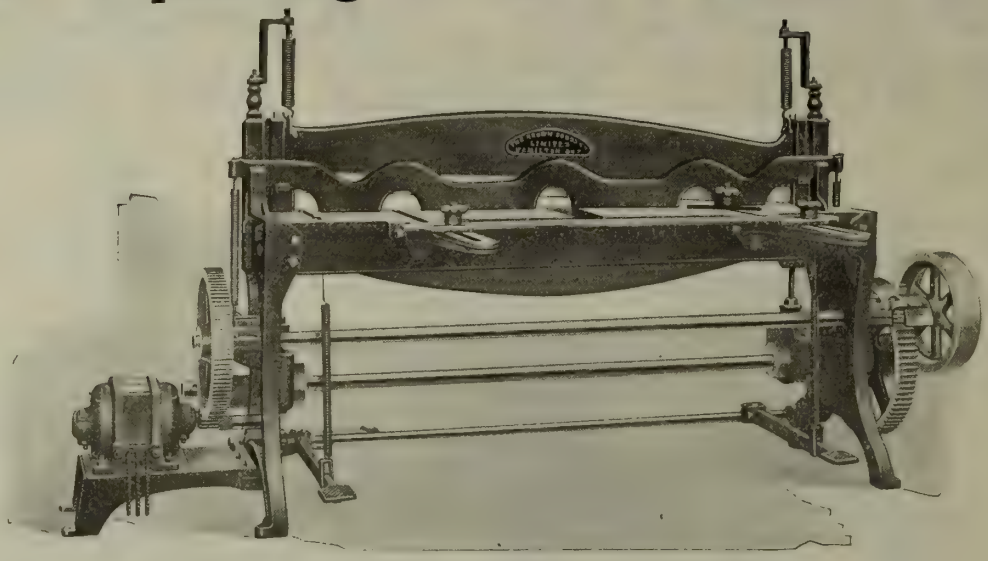
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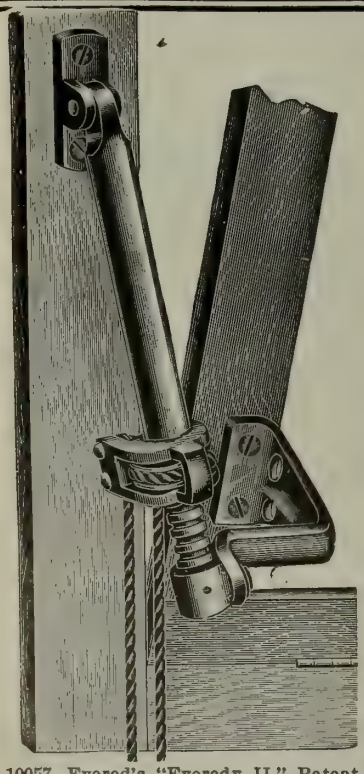


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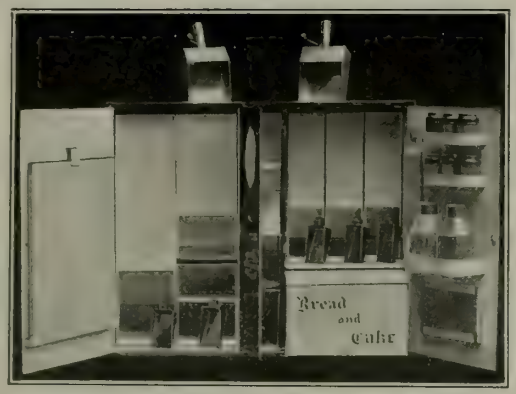
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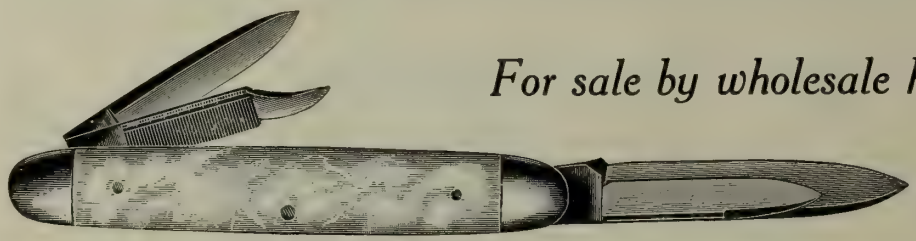


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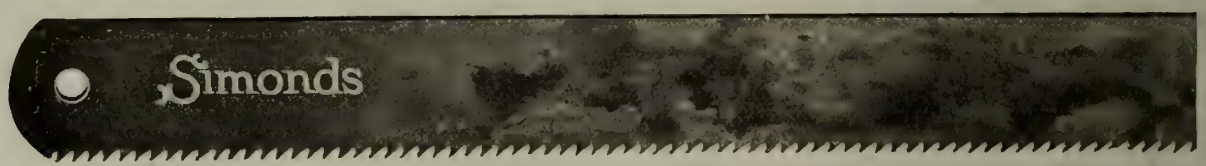
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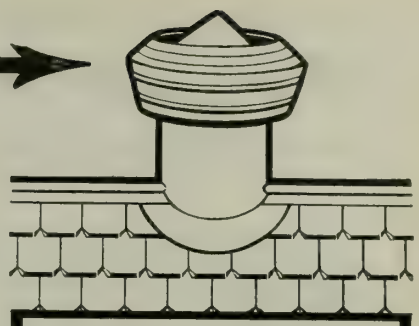
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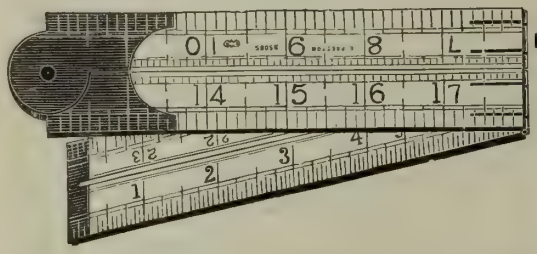
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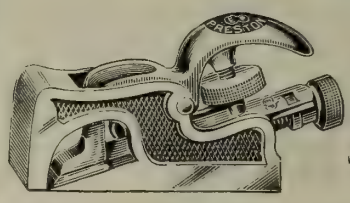
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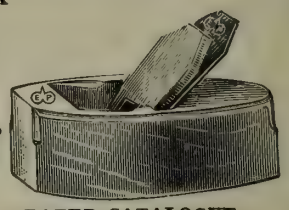


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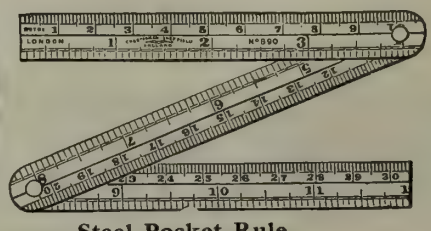
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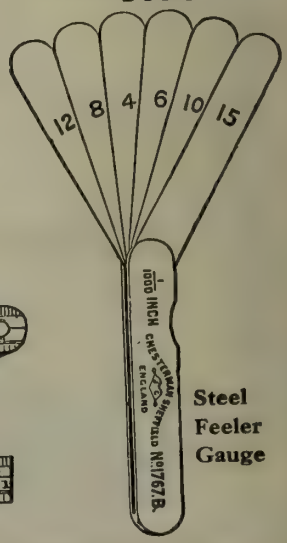
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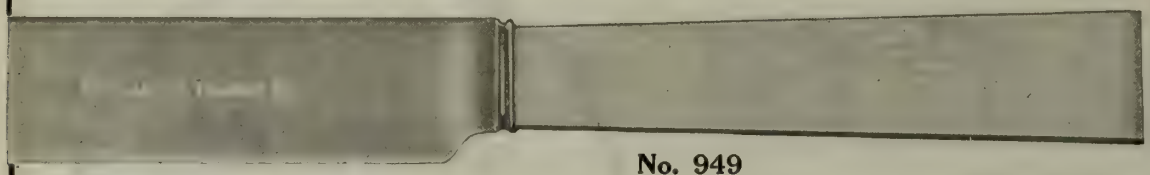
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High Grade Cutlery, Electro Plate and Solid Nickel Silver Flatware



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any one can get

It Means

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Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

Catalogue mailed on request.

The best buy for your Fall Trade



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CUMMER-DOWSWELL, Limited **HAMILTON CANADA**

O-Cedar Polish Mop

The New Great House Cleaner

For polishing hardwood floors, for dusting and disinfecting, it is the best article to be had.







Just what every housekeeper wants, for she can do in a few minutes work that took half a day to do the old way.

Advertising has created a demand for O-CEDAR MOPS AND POLISH that every dealer must feel.

THE MOP that gathers all the dust and holds it, that will get into difficult places to reach, such as under beds, radiators, and furniture.

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Patented rim will not injure or scratch furniture.

Can be used on Automobiles and Carriages.

GOOD PROFIT FOR DEALERS WITH A STEADY DEMAND FOR O-CEDAR POLISH EVER AFTER.

Do not accept substitutes, get the genuine O-Cedar.

SPECIAL OFFER TO DEALERS WITH SPECIAL INDUCEMENT. NOW ON SALE BY



CAVERHILL, LEARMONT & CO.

MONTREAL

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Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

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All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

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570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, NOVEMBER 15, 1913. No 46

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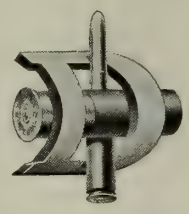
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The floors, banisters, and all other interior woodwork of the home is easily and quickly cleaned and polished with the



O-Cedar Polish Mop

(Made in Canada)

We're telling this to housewives through our advertisements in magazines and newspapers that go into practically every home in the Dominion.



This is why O-Cedar Sales come quickly and easily. Every wide-awake dealer should stock this mop and get the benefit of this extensive campaign. We're waiting to send you full particulars. Write your jobber now.

Manufactured and Guaranteed by

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. NOVEMBER 15, 1913 No. 46



A view of the main booth of Jas. S. Neill & Sons, at Fredericton Fall Fair.

Hardware Shown to Best Advantage; How Telling Results are Obtained

The Hardware Stock Lends Itself to Elaborate Display as Readily as Other Lines—A Discription of the Booths of Jas. S. Neill & Sons at the Fredericton Fall Fair.

THAT hardware lines can be featured with as much success, from the purely artistic standpoint, as dry goods or clothing or jewelry, is a fact which has been gaining general recognition of late.

Visit the fall fair and stroll through the exhibits. Walk down the main street of any progressive town. The chances are that in one case the hardware exhibits and in the other case the windows of the hardware stores will attract the attention as any other displays and win recognition for their merit from every standpoint.

It is only of comparatively recent years that hardwaremen have taken any real cognizance of the word "display." Formerly they showed goods; they did not display them. Attractive arrangements of stocks were left to the dry goods men; it was out of the province of the hardwareman; his stock did not need that sort of thing to sell; in fact, it did not lend itself to such display methods; so reasoned the men in the trade at one time. But now all that is changed. It has been found that the hardware stock lends itself to display as readily as any other line, and, in some ways, allows the display man scope for more originality than in any other branch of trade.

The truth of this is demonstrated in conclusive fashion by the illustrations herewith presented of the displays made by J. S. Neill & Sons at the Fredericton, N.B., fall fair. This article is not published to prove that making displays at fall fairs is a good business proposition. That has been most effectually established in articles which have appeared in recent issues. If proof were wanted, however, the experience of Jas. S. Neill & Sons would be sufficient to banish all doubt. The very extensive exhibits that they made this year were based on the successes scored in previous years. A more ambitious programme was undertaken this year on the strength of the results previously obtained. And it may be stated that this year's results fully justified the elaborate scale on which the booths were arranged.

LAST ARTICLE OF SERIES.

For some time, Hardware and Metal has been running articles dealing with the advisability of making displays outside the store, notably at falt fairs. The accompanying article is the last of the series. Emphasis is laid on the fact that hardware lines can be utilized to create exhibits fully as well and, in some respects better, than other lines of merchandise which have generally been awarded the palm.

End of main booth facing entrance to building, showing the display of thermos bottles and other specialties.



ELECTRICAL GOODS FEATURED.

The growing importance of the electrical department in the hardware store is demonstrated by the prominence given to the line by Jas. Neill and Sons. A separate booth was secured for the display of chafing dishes, reading lamps, irons, toasters, etc. It may be stated, in passing, that particularly satisfactory results were obtained from this booth.

Hardwaremen should realize that in electrical goods, they have a line of great possibilities, which may become in time the most important in the store. People are coming more and more to require electrically-operated utensils and the time is not far off when most household articles will be operated in this way.

Electric goods should be featured prominently at all times. Many of the devices are comparatively new to the general public and require a certain amount of publicity and aggressive exploitation.

However, the object of this article is rather to point out the splendid results which can be obtained when efforts are made to show hardware lines on the same elaborate scale that is adopted in the other trades previously referred to.

A description of various exhibits will be of interest. The main booth was in the centre of the building close to one end, so that it was in full view of the main entrance.

At the end facing the entrance a three-tier stand about nine feet high, reaching almost from side to side of the booth was covered with paper and decorated with long cloth drapes. Decorations of leaves were arranged at each side. This stand was used for display of cutlery in cases on the first ledge and thermos bottles on the upper two. Above was suspended a large sign with the words: "J. S. Neill & Sons, Ltd., Fredericton's Big Hardware Store."

Behind this stand was another one about six feet high, and six feet square. This was used chiefly for a display of household utensils, arranged in rows on shelves.

The balance of the space was taken up with ranges, heaters and oil stoves.

A feature of this booth was the number of chairs placed on all sides for the convenience of the public.

The Electrical Booth.

Separated from the main booth by a cross aisle was another occupied by Jas. S. Neill & Sons, for the display exclusively of electrical goods. This consisted of a neat octagonal frame with the top covered in. A square railing fenced off the booth. The railing was covered with striped cheesecloth. Festoons of flowers and leaves drawn from the top to the corners of the building gave a highly festive appearance to this booth.

Among the lines displayed were electric stoves, chafing dishes, reading lamps, electric irons, toasters, and many other small specialties.

Beaver Board Exhibit.

Across the aisle on one side of the main exhibit was a booth devoted to an exhibit of beaver board. This was the distinct feature of the firm's showing. Located as it was at the side of the building, it was possible to run beaver board in paneled effect on two sides to the ceiling and thus the booth was given the appearance of a room in a house. The ceiling was neatly paneled with beaver board with an electric fixture suspended in the centre. A rug, curtains and furniture were introduced.

This booth attracted an unusually large share of public attention.

Thus the showing made by the firm was a most elaborate one. Not only did

Electrical booth of Jas. Neill & Sons—This was an unusually attractive display and drew many enquiries.



the unusual size of the exhibits appeal to the public but the attractive qualities of the display attracted notice. The goods were shown in the best and most striking way and, although the arrangement of the booths was an expensive operation particularly in regard to the amount of time required, the results were quite in keeping.

A strong feature about this form of display is that it can be supplemented by salesmanship. Where goods are shown in the store window, for instance, they must stand on their own merit. There is no salesman on hand to point out the good features of the goods. With the Fair exhibit, however, it is possible to have salesmen on hand to talk to customers and distribute literature.

Jas. S. Neill & Sons make it a rule to have members of the staff on hand at all times. As will be noticed from the illustrations, each booth was provided with chairs and tables, and on the latter liberal supplies of literature were kept. A good share of the success of the exhibits could be directly traced to this source.

It is possible to get splendid results from hardware displays because they can be made demonstrative, more so, perhaps, than any other line. The goods can be demonstrated and their value shown in this way. People like the demonstrative form of exhibit. It gives them something to watch, to consider and study. Fair exhibits, and for that matter all displays of goods, whether in store windows or in the store itself, should be constructed with the demonstration idea in view.

MONTREAL TELEPHONE SITUATION.

Owing to a fire in the main telephone exchange, Montreal, the telephone services in the central part of the city are badly crippled and a large number of phones will be out of commission for the next month.

The telephone system in the office of Hardware and Metal is among those at present out of commission. Our Montreal Manager H. M. Reid has made arrangements whereby advertisers, subscribers or others having news to communicate can phone their messages to Westmount 2756 during the temporary disarrangement.

Business should not be conducted on the same lines as charity. If the hardwareman's right hand—his selling staff—does not know what his left hand—his advertising department—is doing, the results are directly and perceptibly bad.

SELLING STOVES BY PUBLICITY.

A hardwareman in Ontario writes that he sold eight stoves this year through exhibiting his stock at the fall fair. Two sales were made right on the grounds and the other six have been closed since to parties who made enquiries at the booth during the fair. He is, as a result, delighted with the results that his attempt at fall fair publicity, his first attempt by the way, has brought him.

Another dealer reported that he has sold over a dozen ranges as the result of a two-days' demonstration. "There is nothing like a demonstration to get the business," he declares.

Publicity, wisely conducted, is a sure means to increased business in the stove department.

HARDWARE AND METAL

VOL. XXV. No. 46 Toronto, Canada, November 15, 1913 Two Dollars per Year

THE BUSINESS SITUATION.

Significant statements are made by our Winnipeg correspondent in this issue. Bank clearings last Thursday in Winnipeg reached the enormous total of $53,773,385, which, it is stated, is "conclusive that the November settlements are being satisfactorily met." It has already been pointed out that the bank deposits in the West are on the increase, while bank loans are smaller. Altogether it is now well established that the money situation is becoming easier in the West.

However, the fact remains that collections are still causing some worry. Money is not coming in as fast as had been anticipated in view of the amount of grain which has passed. The improvement in conditions is bound to be gradual, as this fact amply attests.

Financial men are convinced that the coming of the new year will mark a distinct turn for the better. Manufacturers are equally optimistic. There has been a marked improvement in conditions in the steel industry recently and the effect has been distinctly felt in every other branch of the hardware trade.

It is interesting to note that practically all hardware manufacturers and jobbers report an increase in their volume of business this year. In few cases are the advances as large as the increases achieved in recent years, but the fact that there has been an increase at all is evidence that conditions during the year have not been so bad that rapid recovery is impossible.

WIRE FENCING IN THE WEST.

Only a small fraction of Canada's great West is fenced; in fact, it is claimed that the right-of-way fences of the railways, constitute most of the fencing that has been erected in the extensive Western provinces.

However, it is obvious that with the advent of mixed farming in many parts of the West and of which there is much encouraging evidence, fencing will become imperative.

It has been suggested that the Provincial Governments in the provinces affected might undertake the fencing of farms, doing the work at the lowest price on five or six year payment terms with a fixed rate of interest as is said to have been done in some of the British colonies.

Whether a scheme of this kind would be taken up by the Provincial Governments is problematical, but there is every reason to believe that within the next few years an enormous amount of wire fencing will be used in the Canadian West.

The question is one worthy of the consideration of the hardware trade to whom the distribution of wire fencing rightfully belongs.

With the advent of mixed farming there is sure to be a heavy demand and every effort should be made by those in the trade to have the goods supplied and sold through the proper channels.

CUTLERY PRICES ON ADVANCE.

IT IS becoming apparent that cutlery prices must advance in keeping with the universal trend upward in all prices. English manufacturers have made a tentative advance of from 5 to 10 per cent. on table cutlery, butchers' and others knives, while the question of costs is gone into more thoroughly. It is expected that as soon as a complete revision of costs has been made, the manufacturers announce an advanced scale which will make quotations on a number of lines at least considerably higher than the provisional advances now in force.

Back of the upward trend in Sheffield cutlery is the fact that it has been found necessary to comply with the demands of the workmen for better wages. For some years the industry has faced a demoralizing fact—the steady desertion of employees to other lines of employment where the remuneration was larger and more in keeping with the skill required. Recognizing the need of putting matters on a safer basis, the cutlers acceded to the men's proposition of a considerably advanced scale. Hence the price advances.

ELIMINATE THE EXAGGERATED AD.

The other day a newspaper advertisement was noticed with this head-liner — "Surely A Very Startling Announcement." This was followed by a somewhat commonplace statement that the firm was selling out a certain department of business and prices were quoted on a number of items.

Now the question arises, what was the "startling" thing about this? It was not because it was unusual, because the same thing is happening every day in some Canadian town or city. Could it be that the prices quoted were "startling?" It was stated in the advertisement that the firm would sell off these goods at cost or below. But was that very "startling?" Haven't scores of others done the same thing in the past? Just where one could put his finger on the "startling" part of the announcement would be a problem difficult to solve.

This advertisement is referred to here to point out the fallacy of using exaggerated statements in newspaper advertising. The public of to-day do not appreciate it. "The Biggest and Best Sale on Earth;" "The Most Startling Statement Ever Made," etc., etc., have long

since lost their meaning. To promote confidence in an advertisement and to demonstrate one's sincerity in the value offered, plain honest statements are most effective. They may be made somewhat strong at times, but they must be plain and not of the "exaggeration" type. The alleged big exciting and startling sales have lost their glamour. The public want straight common sense talks to-day.

STOPPING MAIL ORDER HOUSE INROADS.

According to the Research of the American Fair Trade League, the mail order houses of the United States do approximately $500,000,000 worth of business annually, while retailers do $2,500,000,000 worth. This means that 20% of the entire retail trade is grabbed by mail order houses. The report further points out that the small towns are losing ground and attributes the growth of the catalogue institutions to misleading advertisements and price-cutting.

There is food for thought in this brief summary for every retail merchant. The business of mail-order houses is growing rapidly in this country, due in many instances to "catch" advertising and aggressive methods. That the legitimate retailer can hold his own if he goes about it properly is beyond question. This requires considerable thought and work but it can be done. The way to go about it is to study the methods the catalogue houses are using and adopt those legitimate ones necessary to offset them.

Each man must study out his own system. Locality, occupations of customers, their character and temperaments, their needs and requirements, etc., must all be taken into consideration. Once a thorough grasp of the necessities of each locality has been secured, and when the methods of the big competitors become familiar, wonders can be worked in holding trade at home, and in preventing mail order houses from getting a foothold.

Study how to give good service as well as how to accept people's money and success is much more easily attained.

POINTED EDITORIALS.

The two hundred and ninetieth annual banquet of the Cutlers' of Sheffield was held recently. What a grand old institution is the cutlery industry!

* * *

Farm trade is the backbone of the average hardwareman's business. He should cultivate it in every way.

* * *

Achilles was vulnerable only in his heel. Every man has his weak spot and the successful collector is the man who can find it.

* * *

Financial conditions are much better in the West, as bank statistics show. Jack Canuck will soon strike his stride again.

* * *

Sheffield announces advances in many lines of cutlery. This was to be expected, as cutlery has been selling on a comparatively low basis.

* * *

Stove sales follow publicity.

* * *

Next week's issue will be devoted largely to the Christmas trade. Many articles, giving practical hints and suggestions, will appear.

Watching and Waiting

HOW to get money from a "dead-beat" has worried many a merchant earlier than nature intended. Letters and threats and has probably turned him grey galore, court cases, garnishee, pleadings and everything else on the calendar have been resorted to with more or less effect. But how many have ever employed a waiting game? That is waiting on the front door step, not by the minute or hour, but by the day.

Down in St. Louis, Mo., a merchant was owed a bill for $65 by a lawyer who had everything in his wife's name and was generally conceded to be proof against all debt suits. This dealer, however, had a cousin weighing some 200—principally bone and muscle. He was 'phoned for.

"You are out of a job," the dealer said to him," and I want you to take that old buggy horse of mine and that wagon I discarded some time ago and drive over to So-and-So's and ring the bell and ask his wife to pay that bill. If she doesn't do it, why just sit down on the steps and wait.

"You don't have to do anything but wait. Let the horse and rig stand in front of the house and wait. When night comes go home and be there early next morning and wait. If she doesn't pay that day, go there the next morning and wait. Just keep waiting and I bet her husband pays."

John followed instructions. He rang the bell and Mr. So-and-So's wife put him off, saying her husband would send the check. John went down the stone steps leading up to the house and sat down. He waited. Meanwhile, Mrs. So-and-So, seeing him there, telephoned for the police.

A big policeman arrived in due course of time and questioned John. John told him he was waiting to collect a bill for goods. Children, and a few adults, attracted by the arrival of the policeman, heard the news. The policeman told John he couldn't sit on the steps. John moved to the curb, rested his bulk comfortably thereon—and waited.

The next morning the performance was repeated. By this time, neighbors began to get interested. Some of them raised the window and had a look. Others peeped from behind curtains.

Mrs. So-and-So again 'phoned the police and John again moved to the curb—and waited. Mrs. So-and-So began to get nervous. She didn't care to leave the house and face a battery of curious eyes.

That afternoon the lawyer telephoned to the dealer and threatened to sue him. The dealer demanded to know on what grounds. The lawyer couldn't think of any and he began to fume.

"See here, this has got to stop!" he shouted over the 'phone. "My wife is hysterical over this."

"Can't help it," said the dealer. "You got the goods and I want my money."

"I'll come out there this evening and thrash that fellow good," rejoined the professional man.

"Come on out," was the invitation he got.

He did come out. He saw John and he sized up his proportions. He didn't fight. He went into the house. John waited. He waited until dark and then he turned in his rig.

The first mail the following day brought the merchant a cheque in full from Mr. So-and-So.



The Merchant and Farmer

Understanding Must Be Maintained Between Them—The Importance of the Weekly Market and Such Events as Plowing Matches to Draw Farm Trade to Town.

IN ORDER to secure and promote the interest of the Nova Scotian farmer in modern methods of tilling and preparing soil, the town of New Glasgow, N.S., conducts plowing contests.

Farmers and planters are invited to appear upon a specified date at a given field with their teams and plows.

Each contestant is then allotted a certain area of ground to till, upon the completion of which work, judges previously appointed, make a careful inspection of the work done, the condition of horses, harness, plows.

Prizes are awarded to those contestants receiving the three highest scores.

Following the competition a lecture upon various agricultural sub jects is delivered, the remainder of the day being spent in different athletic sports and amusements.

The method employed by this town is one well worthy of consideration by merchants in many other towns in Canada. In some sections of the country trade currents have changed considerably during the past few years and towns that were a few years ago the central trading point for the farmers of the locality, have lost a considerable amount of the trade they formerly enjoyed and the trade of the farmer has been diverted to other channels, in some cases to other towns a few miles farther away where interest has been kept up between the farmers, merchants and townspeople by holding weekly markets, or conducting fairs, plowing matches, contests, etc., in which the farmers are interested.

The town and country are interdependent and no town can afford to overlook its dependency on the surrounding farming community for a large portion of profitable business.

In some of our towns, especially in those which have lost a considerable amount of the farmer's patronage, the merchants are realizing today more than ever before the importance and extent of the trade to be secured from farming communities.

Agriculture is the recognized staple industry of Canada, farming is recognized as a science and the successful farmer is no longer a mere tiller of the soil.

There is probably no contest in which the expert farmer will become more thoroughly interested than in a well-conducted plowing match.

Properly conducted plowing matches serve to keep up interest and are worthy of support by the business men of a town.

Competition is Keen.

The good farmer takes great pride in the straight, even and well-turned furrows. There is always keen competition at plowing contests, and the contestants will exert every effort to make a good showing. Plowing is the first operation in preparing the soil for the crop and the importance of doing the work well cannot be over-estimated.

Interest in the old-time plowing match has of late been revived to a great extent and what is claimed to be the first provincial plowing match in Ontario for almost thirty years is being held this month. It is expected that over two hundred contestants will enter the various classes.

With the interest in plowing being thus revived, would it not be a good plan for the merchants in some of the towns, where the patronage and interest of the farmers of the community have been lost, to institute contests of this kind in order to gain the interest and support of the farmer?

Towns which are now enjoying the benefit of the farmers' patronage could also follow the example of the Eastern town in securing and promoting the interest of the farmers.

Studying the Individual Debtor

Every collection requires separate study. No two cases are alike.



Form letters are good but do not go far enough. The reason why.

A FEW incidents relating to the collection of retail accounts will serve to illustrate a vitally interesting point; to wit, the reason why so many merchants fail to successfully grapple with the collection problem.

A hardwareman had an account of nearly a year's standing against a resident of the town and had sent out four or five "dunners" without getting any response. He was highly surprised at this for his customer was a man of undoubted probity who had on many occasions, to the personal knowledge of the merchant, performed little acts which stamped him as conscientious and of high purpose. It was hard to reconcile his failure to settle the account with his universal reputation for honesty and decency. So the merchant began to investigate and found as he had expected, that the man was very hard up. He was raising a large family on a rather small income with a wife whose good qualities did not include the very necessary one of thriftiness. The merchant thought it over and finally wrote him a friendly note, suggesting a small weekly payment until the account was cleared off and offering to continue selling him whatever he needed in the meantime. There was an immediate response, the customer calling at the store in person to pay down the first installment.

"He was a very sensitive man," explained the hardwareman, in telling of the case, "and hated to be in debt. If he owed any man a quarter of a dollar which he could not pay, he would walk blocks out of his way to avoid meeting that man. Well, he got so far behind with me that he couldn't hope to clear it off in a lump sum but he dreaded suggesting a compromise to me, so, being possessed of a rather limp vertebrae, he just let things run along. When I came to him with that suggestion, putting it in an entirely friendly way, he jumped at it. I have never had any trouble with him since."

Holy Writ Moved Him.

Here is another instance which illustrates the fact that the hardest accounts can be collected sometimes in "ways that are devious."

A hard-fisted old farmer in the township of A————, had been owing a bill of $25 to Smith, the local hardwareman, for two years. Smith, who was nothing if not persistent, had never slackened in his efforts to collect that account, sending the bill every month as sure as clock work. He had threatened to sue several times, but with no effect whatever. Threats and dunners of all kinds had about as much effect on the farmer as paper pellets shot from a pea shooter on the hide of a rhinoceros. He had somewhat of a reputation thereabouts as a "dun-dodger."

One day it reached Smith's ears that his man, despite his dishonesty in the matter of not paying bills, was deeply intensely religious. No man spoke more often or more feelingly at prayer meeting. His evenings were devoted to absorbed study of holy writ. Smith thought he saw his chance here so he wrote a lengthy personal letter to the farmer in which he quoted biblical texts in several places. A week after, the farmer called in and paid the bill, ex-

pressing contrition over his long obduracy in the matter.

It seems that the man had never thought that dodging bills was a form of dishonesty. It had never occurred to him in that light. The payment or nonpayment of bills had always appealed to him as a matter of business, entirely apart from the religious side of life. Smith's letter, replete with biblical allusions, caused him to associate the two together for the first time. He could not get away from it; the thought continued to obtrude itself upon him and he could not avoid the conclusion that, viewed from a religious standpoint, refusing to meet just obligations was dishonesty. And so he paid up.

The Effect of Fear.

Fear is a potent factor in making collections. If the merchant can manage to instill fear into the heart of a slow-pay customer, it will not take long to get a full settlement. The trouble is that the "dead beat" thinks he is immune, that he cannot be reached in any way. From away behind the ramparts of his supposed immunity, he laughs at the collector. Just let him think that perhaps after all there is a vulnerable spot in his defences and he will soon haul down his colors.

A certain insurance man in the town of D————, belonged to this class. He owed a pretty heavy bill to a hardwareman and probably to several other merchants as well. The hardwareman had tried various ways to get at him but had been balked at every turn. The insurance man had no visible assets and to sue him would be to invite responsibility for heavy costs. Nevertheless the fellow seemed to be doing a good business in town. He was always well dressed and exuded signs of prosperity. He was well spoken of everywhere.

Then, the hardwareman saw his chance. This man was doing too good a business to willingly relinquish it; but he could not continue to hold his connection if he did not maintain a good reputation. He would do a good deal to prevent the news that he was either in financial straits or too dishonest to pay up, scattered broadcast. One day the hardwareman stopped the other on the street.

"How about that bill of mine?" he demanded to know in a thoroughly belligerent tone.

"What do you mean by holding me up this way on the street!" blustered the insurance man. "Your bill is exorbitantly high but still it will be settled in good time."

"It's good time, now," said the merchant. "Come, I want no delaying. Hand over that money."

The other laughed lightly confidently and maddeningly, and prepared to move on. The merchant planted himself squarely in front of him.

"You mean little four-flusher," he declared, his anger fully aroused. "I may never collect that money from you, but I want to tell you one thing. You have stung me but you'll never sting anyone else in this town."

"What will you do?" asked the other, a whit less confidently.

"Watch my advertising space to-morrow. I always have a quarter page space on the back page of the paper. Just keep your eye on that space for the next few days."

"See here," began the insurance man, showing signs of uneasiness, "I warn you not to come any tricks on me——"

It was the merchant's turn to laugh; and laughing, he walked on. Well, the account was paid the next morning.

The merchant in this case had found the vulnerable point—the debtor's fear of exposure. By suggesting a threat—he did not actually voice it—he brought the latter to time.

Countless other incidents of a like nature could be quoted and what inference is to be drawn from them?

An important one, vitally important; namely, that the successful collector is the man who studies his cases, who figures out each debtor individually and proceeds along lines dictated by the knowledge, thus gained.

The Stereotyped System.

The trouble with most merchants who have not proven successful in the matter of collections, is that they have followed a certain system rigidly and woodenly. They send out the same letters to everyone, stereotyped forms which proceed by gradual stages from courteous reminder to stern threat. They never think to change them to suit individual cases. The debtor may be a pig-headed man on whom threats would have no other effect than to strengthen his obstinacy and render his resolution not to pay adamantive. Nevertheless the form letter, threatened suit, goes out.

Slow-pay customers differ as widely as people of any other class. There are obstinate and timorous, sanctimonious and defiant, crafty and guileless honest and dishonest debtors.

The many ramifications of human nature are found in full in this class. Is it any wonder then that the merchant, who tries to collect from every one of them, in the same way, is going to get left in a great majority of cases?

An authority on collection states that every debt can be collected, if the collector can only find the way to do it. In many cases, there is only one way it can be done, only one avenue through which the pocket-book can be reached. That avenue can be found only by careful study of the individual.

A Suitable System.

And now to describe the system of a Canadian hardwareman who has solved the difficulty as fully as it is possible to do so. He has a large business and carries a heavy volume of debts on his books. If he did not handle his collections intelligently and aggressively, it would not be long before he would be dragged down. His system is as follows:

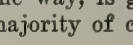
The first two months bills are sent out. If no response is elicited, the store collector—a member of the staff puts the bulk of his time to this important phase of the business — is placed on the case. But the procedure here shows originality. The collector does not go to the debtor at once and demand payment. Experience has taught that an account becomes harder to collect after each refusal. He first makes discreet enquiries about his man, finds out his habits, his hobbies, his principles, his associates. From the information thus gleaned, collector and the merchant consider the case and plan how the approach is to be made. If the debtor is a testy individual, a letter is written, couched in the terms calculated to reach him the most surely. A personal call is not attempted until the letter method has failed absolutely.

The methods adopted by this merchant vary just as widely as does the natures of the various men approached. In one case they played on a man's vanity by asking him to act as judge in a contest the store had been running. Some they get into a settling frame of mind by peremptory notice of suit. Others are handled gingerly and diplomatically.

It is not often that they lose accounts. Sometimes it takes months to bring the recalcitrant ones to time but it is mostly in cases of absolute penury that failure results.

The hardwareman who depends upon a series of letters, which he sends out indiscriminately in all cases, will often wonder why he has such poor success. Let him find the remedy in a more comprehensive plan of collection, one which takes into account the temper, the dispositions, and the idiosyncrasies of each customer on the list.

Individual attention leads to sure collections.



Courage and some degree of venturesomeness are obviously essential to the successful business man; so much follow from that assumption of risks which is of the essence of his doings.



Got Splendid Results From Showing Stove Stock in Separate Department

A. Westman & Co. Have Stoves on Floor Above the Main Store —Electrical Specialties Also Carried in This Section—Location of Stoves is Advertised in Papers and in Cards in the Store.

THAT a special show-room for displaying stoves and electrical fixtures pays, has been proven to the satisfaction of the hardware firm of A. Westman, London, Ont.

The accompanying illustration shows an interior view of the stove and electrical department which is located on the second floor and is in charge of F. J. McLeod, who has had considerable experience in the stove line.

In arranging a separate department the firm have found that they have greater scope for displaying the stoves and fixtures and arranging them in an attractive and convenient manner. The customers are also enabled to examine the stoves at leisure and there is little danger of interruptions which might occur if the stoves and fixtures were shown in the main section of the store. The customer is also much more impressed with the extent of the line when a large selection is shown.

The rear entrance of the Westman store faces the market and the firm do a nice trade with the farmers in addition to the city trade.

Ranges, heaters, gas ranges, coal oil heaters are among the lines displayed and featured.

An Electrical Department.

The electrical fixtures as shown in the illustration are suspended from a specially constructed ceiling rack. The lamps and other electric fixtures are all connected up and can be shown on a moment's notice. The fixtures present a striking appearance and, on account of being suspended from the ceiling, they do not occupy any of the floor space.

Advertise the Department.

In their newspaper advertisements the firm call attention to the fact that they have a special stove and electrical display room to which the public are invited.

Show cards are also used in the store and in the show windows to apprise the public of the fact that the special show room is open for inspection at any time.

Stoves Completely Set Up.

The stoves are all assembled at the rear of the show room and when on display are completely set up. This is an important feature, for nearly all customers want to see a stove completely set up and in the same condition as it will appear when set up in the home.

Of late there has been a tendency on the part of many hardware firms to departmentize their stores and prominent among many of the new departments created are stove departments. A good number of firms who have sold stoves

for a good many years have within the past few years added special stove show rooms.

The Weight of Testimony.

Many of these departments have been illustrated in Hardware and Metal, and nearly all dealers, who have been interviewed, state that they are getting excellent results from showing stoves in a special department.

It is necessary of course to keep before the public at all times the fact that you have a special stove department.

Many of your customers, on entering your store, will expect that if you carry stoves, they will be prominently displayed in the main section of your store. The idea of a special stove department or display appeals favorably to a large number of prospective stove purchasers, many of whom will often go a considerable distance to see a special display of stoves.

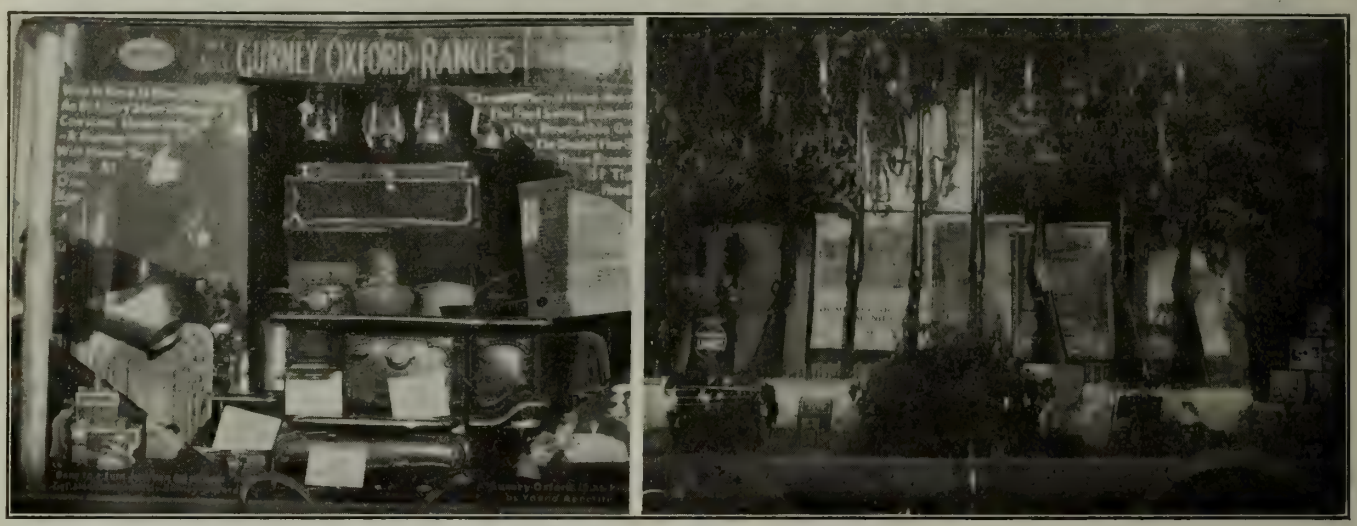
The fact that a firm has an up-to-date stove department, which they keep in a clean and well arranged condition, is evidence that they take considerable interest in the stove line and their stove customers will no doubt be favorably impressed on that account.

Mounting the Stoves.

There are many ways of arranging stove displays. Some dealers have all their stoves mounted on stove casters. Others have special display stands mounted on large casters. For small stoves, such as small size heaters, glass shoes can be used.

Some firms are in favor of an elevated platform for displaying stoves while other firms claim that it is better to have stoves mounted on stove casters in order that the stoves changed be speedily moved around in rearranging displays or when showing the stoves to customers.

A stove department can be made very attractive in appearance and one of the best appearing departments in a store. A nice range of stoves with highly finished surfaces and bright trimmings will always catch the eye of the householder.



Two window trims in the store of J. H. Hedley and Son, Clarksburg. They were arranged for the fall fair and brought the best of results.

COMMERCIAL TRAVELLERS NOMINATE OFFICERS.

At the general meeting of the Commercial Travellers' Association of Canada the following nominations were made for 1914: S. M. Sterling, president; James G. Cane, first vice-president; George W. Moore, second vice-president; E. Fielding, treasurer—all elected by acclamation.

Directors for Toronto Board—J. W. Charles, Alec. Cook, Harry Dodson, John Everett, R. G. Hector, Walter Moore, James McLaughlin, A. C. Rogers, C. J. Silver, C. J. Tuthill (nine to be elected).

Hamilton Board—W. H. Dean, first vice-president; E. O. Zimmerman, second vice-president, each elected by acclamation.

Directors for Hamilton Board—W. W. Godard, Arthur F. Hatch, M. P. Malone, George A. Matheson, P. A. Sommerville, C. C. Smye, H. G. Wright (six to be elected.

Montreal Board—W. Williamson, vice-president (elected by acclamation); D. Adair, George Dawson, directors (one to be elected.)

The following Boards were elected by acclamation:—Berlin Board, J. Fraser, W. J. Moody; Kingston Board, W. H. Graham, W. S. R. Murch; Guelph Board, Adam Taylor, vice-president, R. Gemmell, director; Brantford Board, J. S. Hamilton, D. J. Waterous; Winnipeg Board, A. C. Merrett, vice-president, A. E. Rowland, director; Vancouver Board, E. A. McMaster, R. E. Jamieson; Ottawa Board, J. H. Lawrie; Brockville Board, M. Moore.

The scrutineers of the ballot are: Walter Madill, Robert Keyes, H. Clearihue.

The ballot will be declared at the annual meeting to be held in St. George's Hall, Toronto, on December 26.

A committee consisting of E. Fielding, J. McLaughlin, Richard Ivens, J. G. Cane, George W. Moore, Robert Orr, T. Menzies and A. Barton were appointed to arrange for a banquet, to be held the early part of the ensuing year.

AS IF KEYS COST $100 EACH.

An Ontario daily newspaper recently drew attention to a practice which is very prevalent among householders. Following is the item:—

Isn't it about time people quit that old practice of putting the key of the house under the door mat? It's a common practice, and one that is often performed in full view of passers-by, some of whom might very easily be suspicious characters. It would cost very little to provide an extra key or two for a house, and the security thus gained would fully repay the outlay.

Lines to be Featured for the Christmas Trade

Hardwaremen Have a Splendid Variety to Offer the Public, Ranging From the Most Useful to the Most Ornate of Articles—Quality is an Essential Feature in Lines to be Offered for Sale.

In the early days the bulk of the Christmas trade in the hardware store was confined largely to the sale of skates, sleighs, cutlery and a limited number of other lines.

The efforts put forth by the average dealer to secure Christmas trade were not very great and no large amount of extra business was expected outside of the above mentioned lines.

Conditions have changed greatly during recent years and marked activity on the part of the majority of the hardware dealers is shown in their efforts to secure a fair share of the large and profitable trade which is done during the gift purchasing season.

Christmas is the one great time of the year when purse strings are opened and money is spent plentifully.

The past few years have also shown a better tendency on the part of shoppers to do their purchasing early in the season and many Christmas gifts are purchased in November.

There are of course many people who leave off purchasing until the last few days before Christmas.

The "Do your Christmas shopping early" slogan has been taken up by many of the newspapers, and the large stores with the result that they have accomplished much in persuading the public to purchase early and avoid the last minute rush.

The greatest difficulty confronting the average gift purchaser is the matter of selecting suitable gifts. There are very few Christmas shoppers who are not anxious to receive suggestions as to what would be a suitable gift for some friends.

The firm offering the most suggestions and showing a carefully selected range of suitable gifts will in all probability secure a good share of the trade.

The Lines to Feature.

To the hardware dealer the question arises: "What will be the best lines for me to feature.'

The selection of the lines the hardware dealer chooses to feature should be governed largely by the locality in which the store is located and also by surroundings.

Lines which are ready sellers in one locality may prove to be slow sellers in another section of the town or city wherein the store is located. It is necessary that the dealer should study the class of trade in his locality and select his stock accordingly.

There are some lines, however, that can be sold in almost every locality providing the goods are shown and an effort is made to push their sale.

In the cutlery department there is always a demand for pocket cutlery, but even in this line sales can be increased by extra effort on the part of the merchant and his staff.

The safety razor is also an excellent line to feature for the Christmas trade, providing the dealer is selling a reputable line and one that is guaranteed to give satisfaction.

Every man needs or should need a good razor and a good trade in this line can be secured.

Cutlery in cases, table cutlery, carvers in cases and pairs are also good lines to feature.

(Continued on page 51.)

Christmas Window Contest

THE ANNUAL Christmas window contest of Hardware and Metal has become one of the best known fixtures in the trade. Each year the interest becomes greater and the quality and number of windows entered increase. Last year's contest was one of exceptional interest and a large number of splendid windows were placed in competition. One of the judges—a window trimmer in a large departmental store—said: "I certainly had no idea that hardwaremen dressed their windows on such a superlative scale."

This year's contest will be conducted on similar lines. As usual, two contests will be held; one for stores in places of 5,000 population and upward and th eother for stores in places under 5,000. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

PLACES UNDER 5,000.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction in Hardware and Metal, but who are not awarded prizes, will be given the sum of $1.50. This will cover the cost of photographing the window and will thus secure those who enter against loss whether they are successful in winning a prize or not.

PRIZE FOR ESSAY.

In addition a prize of $5.00 will be awarded to the window trimmer who sends in the best article on his methods of handling his work; viz., how he plans his displays, how he arranges his work, how he traces his results, etc.

The judges will be three well-known retailers in different parts of the country. Judging will be done on the following basis: Selling power, 60 per cent.; attractiveness, 30 per cent.; description of methods of construction, 10 per cent.

The contest will close on Saturday, December 27. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Ave., Toronto," and marked "For Christmas Window Contest."

ARE YOU GOING TO ENTER?

Carriage Heaters a Profitable Line to Carry

The Experience of an Ontario Dealer—Carried Two Heaters for Years Without Making a Sale, but Worked up a Steady Demand Later by Introducing Aggressive Measures.

About eight years ago an Ontario hardware merchant, located in a fair-sized town, purchased from his jobber two carriage heaters and one dozen cakes of carbon.

The heaters arrived along with other goods, were marked, and placed in stock. The purchase had been made early in the fall and the dealer expected that the heaters would sell when the cold weather arrived.

The month of January arrived and stock-taking commenced. When the stock was being called off, the dealer heard one of the clerks call out, "two only carriage heaters at $1.75 each and 1 doz. coal at 80 cents per dozen." He thought it rather strange that the heaters had not been sold but he said nothing.

In looking over the stock sheets for the following year he again noticed the heaters and coal entered up and he began to think that the carriage heater line was a dead one and that he had been "stung."

When the jobbers' representative arrived on his next trip the dealer asked if he could return the heaters as they would not sell in his town. The traveler, of course, said that he had no authority to take goods back after they had been out for over a year, and he further remarked that the line was a good seller because he knew of other merchants who were having splendid success with the sale of heaters and coal.

The result was that the heaters were again put back on the shelf and remained there four years longer. The dealer thought the heaters were a poor line to handle and he did not keep it to himself. He expressed his opinion before his clerks and they too became impressed with the idea that the heaters were no good; the result being that when they had an occasional enquiry regarding carriage heaters they did not encourage the enquirer to purchase.

The chances are that the heaters would still be in his store were it not for the fact that about three years ago he had occasion to hire a new head clerk who came from a live establishment in a large town some miles away.

The new clerk commenced his duties on Dec. 15, and on looking through the stock he discovered the two carriage heaters. The tags bearing the invoice date showed that the heaters had been in stock for a good many years.

The clerk started immediately to try and clear them out. The first sale was made to the driver of a stage who had a drive of thirty miles each way carrying the mail, express, etc., to a district not served by the railway. The second sales was made to an undertaker for use on a hearse.

The head salesman then told the proprietor that he wanted ½ dozen carriage heaters with the result that the proprietor nearly took a fit. He ordered them readily when the salesman told him that the two which he had in stock were sold and that there was a splendid field for the sale of a large number of heaters.

The next half dozen were sold as follows: Two to local liverymen, one to a doctor, two to farmers, and one to a local citizen who did a considerable amount of pleasure driving.

The dealer and the rest of the clerks then began to take an interest in the sale of heaters with the result that the firm disposed of a good number that season.

Since then they have featured the line strongly and have made a large number of sales to auto owners.

The introduction of the rural mail delivery service has also opened a new field for the sale of heaters.

We might state that the two heaters mentioned in the first part of the article were not finished up as attractively as the heaters now on the market.

The first heaters placed on the market had a very common appearance compared with those now being sold.

A Good line to Handle.

The carriage heater line is a nice one to handle. If a reliable make is purchased, the dealer can depend on the purchaser getting satisfaction.

For window displays the goods are attractive in appearance. Show cards can also be used to advantage in displaying the goods.

One of the best methods to employ is to go direct to the prospective customer and demonstrate the effectiveness of the heater. Make a few sales in your neighborhood and you will find that the purchasers will soon advertise the heaters for you.

All the auto owners in your locality should own a carriage heater. Liverymen, farmers, physicians, mail carriers, pleasure drivers, and others who have occasion to do much driving in the open, are splendid prospects to whom carriage heaters might be sold.

If you have any heaters in stock and have not shown them, the chances are you will find a ready sale for them if you will approach some of the above mentioned prospects. It is a good plan to get prospects interested early in the season and then follow them up so that you can make the sale when the first cold weather comes.

WELSH TIN-PLATE WORKS IN CANADA.

The South Wales Daily News discusses "How to meet American competition" in the tin-plate trade of Canada. It says in part:

A movement is on foot among the Welsh tin-plate manufacturers to form a company for the erection of works in Canada. This would give them the advantage of the Canadian anti-dumping law, and so enable them to compete on equal terms with the United States.

"Generally speaking," said a man associated with the South Wales tin-plate industry, "many of the big firms in South Wales are interested, and though so far the matter is still the subject of discussion, and no definite steps have been taken, it is being very seriously considered, and unless something unforeseen happens by which South Wales may be placed on an equal footing with the United States in regard to the Canadian trade in tin plates, there is every likelihood that the proposal will be carried through."

Import statistics of tin plates into Canada show the declining sales of British plates (hundredweight equals 112 pounds).

Year.	From England cwt.	From United States cwt.
1899	325,531	5,976
1900	480,794	21,374
1905	406,455	193,550
1911	269,907	670,086
1912	180,797	1,029,081

When the Canadian works stopped making tin plates the anti-dumping law ceased to operate, and this let the Americans in, with the result shown in the table. Furthermore, freights (from Wales) have increased enormously. Formerly they were $1.81, now they are $3.87, and the steamship companies now insist on boxes being hooped.

Says Price Cutting Practice is on the Wane

Sir Joseph Beecham, Who Spends Half a Million Dollars a Year in Advertising, Expresses This Opinion After Two Months' Tour Through Canada and the United States—Predicts Return to Smaller Advertising Space.

The head of the firm which makes Beecham's Pills, Sir Joseph Beecham, made a two months' trip through Canada and the United States recently. Beecham's Pills are among the best advertised lines in the world, and Sir Joseph keeps closely in touch with that phase of the business. Accordingly he is closely in touch with advertising developments and during his tour he studied conditions on this side of the Atlantic closely.

He found among other favorable features, that price-cutting is on the decline in this country and in the United States. This opinion he expressed succintly in the course of an interview with Printer's Ink. He said, in part:

"Another tendency which is very marked," continued Sir Joseph, "perhaps more marked to us coming from abroad than to you in this country, is the change beginning to take place in your merchants' attitude in regard to price-cutting. I am aware of the recent decision of your Supreme Court in the Sanatogen case and the effect this is presumed to have on trade-marked and patented articles, but whatever this may be, and whatever legislation if any, may be secured to protect the owner of a patent or trade-mark, the general tendency among retailers in the drug line is away from extreme price-cutting and advertising on that basis.

"This is equally true of the large department stores and the chain stores. There are severe price-cutting wars going on between different chains and stores in the country, but there has always been more or less of that, whereas, on the other hand, I hear talk among the retailers such as I had not heard before on my previous trips through the country, that bargain offers fail to attract as an advertising appeal. The American public has become both skeptical and overwise, just as it has in England.

"The Boots' chain of 600 stores in England was built up on a price-cutting policy, but to-day it is trying very hard to keep the practice within bounds. It cuts to a ten or fifteen per cent. profit on standard goods, but it will not cut to cost, as it formerly did, to make a 'leader,' unless it is forced to do so by the competition of other local stores. It will always meet a sharp cut, but it will not try to go under it.

"There is a sound reason for this. The chain stores and other large stores have found it impossible on the whole to dislodge the small stores, and when they see a turnover of, say £5,000 without a penny's profit, they do some hard thinking.

"The small store, on the other hand, is learning not to cut prices too deeply because it has found that the big store will meet the cut, and that the cost price will thus become the permanent price for the articles in question.

"For these reasons the big store is desirous of getting as far away as possible from price considerations and putting competition instead on a basis of service to the customer. And the small store is perfectly willing to follow.

"This condition, of course, while not wholly protecting the national advertiser, is much more to his advantage than is a free-for-all, cut-as-you-please market. It offers more permanency. It seems to me that conditions are shaping up here in America that way."

Smaller Space Advertising.

Sir Joseph further expressed the belief that the department stores would soon begin to reduce the space they use in newspaper advertising. After commenting on the way the mammoth ads. of the big stores affect the user of modest space, he said:

"There is nothing we can do to offset it that I can see. We shall keep on advertising and await developments. I do not understand how the department stores can keep up this heavy advertising indefinitely. A great deal of it is competitive advertising and hence uneconomical. I believe also that with the growth of the tendency away from price cutting, the present immense size of the department store advertisements will decrease. I think this would be a good thing if it would not at the same time widen the cost of space. I do not believe it would, because doubtless there are many not now advertising who would do so if they felt they would not be smothered by the huge department store ads."



LINES TO BE FEATURED FOR CHRISTMAS.

(Continued from page 49.)

There is also the usual demand for such lines as cold meat forks, fruit spoons, sugar shells, pie knives, tomato servers, etc. It is necessary, however to always have the boxes clean and attractive and have the goods well displayed.

For the Sport Lovers.

Sleighs, skates, hockey sticks, pucks, shin guards, toboggans, coasters, skis, snow-shoes, and other sporting goods articles are also good sellers during the Christmas season.

Hardware merchants have in some places gone in extensively for the sale of brass goods such as brass coal hods, cuspidors, fern dishes, umbrella stands, coal boxes, dinner gongs, fenders, screens, tongs and pokers, etc. Some dealers especially those in the larger towns and cities have met with splendid success in pushing this class of goods.

Cut glass also proves an excellent seller with some merchants and in many places a large selection is carried.

Owing to the great interest now being taken in mechanics' tools by the younger generation especially those who have had experience in manual training schools there should be a ready sale during the Christmas season for such lines as tool assortments, with or without cases, manual training tools of various descriptions, drawing sets, work benches, etc.

A gift of a tool set to a boy is a practical one and is sure to be appreciated.

Electrical goods will also figure prominently in the merchandise offered to the public during the coming Christmas season. Among the many suitable gifts in the electrical line are reading lamps, radiators, warming pads, stoves, chafing dishes, percolators, toasters, irons, vacuum cleaners, washing machines, etc.

The Most Practical Gifts.

There is always a demand during the Christmas season for carpet sweepers, food choppers, aluminum utensils and other lines of practical household necessities and the demand could be made much greater if the lines were featured a little more prominently by the dealers.

The hardware line is so large and varied that it contains a great many lines of goods that prove to be excellent sellers during the Christmas season providing of course that the merchants take the proper means to feature the goods and point out why the lines featured are practical as well as ornamental gifts.

We Sell One Live Dealer in Each Locality



And then get behind him with our Up-to-date Advertising Plans

It Will Pay You

if there is **no** Kyanize agent in your town to **Write for Our Kyanize Blue Book** and full particulars about our 1914 Campaign.

We Can Double Your Varnish Business

Kyanize
KY-AN-IZE

Is a Wonderful Product

It makes old wood-work look new, and is a money saver for every family. It is made in clear and seven popular colors; dries hard with durable, glossy finish, can be easily cleaned, and is very sanitary. Kyanize was especially made to stand hard usage, on floors, and stair-cases, but it is the best finish ever made for all interior wood-work —chairs, book-cases, desks, bedsteads, and all kinds of furniture.

The Kyanize Line
KY-AN-IZE

includes a product for every purpose around the house.



Take a Tip from Winthrop Wise—Write for the Story on Kyanize.

Kyanize Floor Finish, in clear and seven permanent colors.

Kyanize Spar Finish, the most durable exterior varnish.

Kyanize White Enamel Paint, the whitest enamel on the market.

Kyanize Semi-Gloss, a dull finish that does not settle; gives a rubbed finish without rubbing.

Kyanize Cabinet Rubbing, for high-grade rubbed and polished work.

Kyanize Interior, the highest grade of interior finish.

Kyanize White Damar, the kind Uncle Sam uses.

Kyanize Crystal Finish, a hard drying interior varnish, light in color and very brilliant.

Kyanize Ground Color, an under-coating for colored finishes.



BOSTON VARNISH COMPANY
EVERETT STATION, BOSTON

Distributors for Western Canada: **THE J. H. ASHDOWN HARDWARE CO., LIMITED,** Winnipeg, Saskatoon, Calgary.

Our 1914 Kyanize Advertising Campaign

INCLUDES

The Leading National Magazines—The Large City Daily Papers—Handsome Lantern Slides—Attractive Store Advertising—Interesting Window Displays—Convincing Newspaper Electros—and our Direct by mail Kyanize Plan.

Write for full particulars before you buy Varnish for Spring.

A few of our Kyanize Selling Helps



Lithograph Oval Hanger Booster Man 11 x 16.



Litho. Steel Counter Display Cabinet 18 x 32.



This Handsome Lithograph Cut-out, life size, in colors, free to every agent.



Winthrop Wise Kyanize Enamel Counter Sign in 8 Colors—14 x 17.



Handsome Steel Counter Display Showing Linoleum Before and After Using Kyanize.



Black Dazzle Counter Stand—14 x 17.

BOSTON VARNISH COMPANY

EVERETT STATION, BOSTON

Distributors for Western Canada: THE J. H. ASHDOWN HARDWARE CO., LIMITED, Winnipeg, Saskatoon, Calgary.

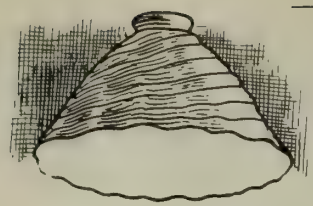


Figure 10.



Figure 1.



Figure 3.



Figure 5.

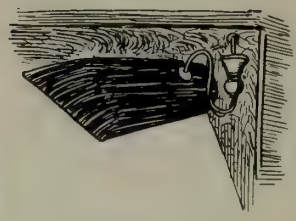


Figure 7.

The Effective Lighting of Show Windows

The Style of Reflectors to Use to Secure the Best Possible Illumination — Rules to be Followed in Selecting Reflectors and Locations—Synopsis of an Interesting Paper.

From an address by H. B. Wheeler at convention of Illuminating Engineering Society.

The typical show window can be grouped in three classes, which for convenience we will designate as A, B, and C; and the more special windows in two other classes referred to as D, and E.

The following classifications take into account all of the various types of boxed-in windows.

Class A windows: heighth equal to depth. High trimmed. Average height 9 ft., Depth 9 ft. Heighth of trim 9 ft.

Class B windows: 1, height one and half times depth. Medium trim. Average height 10 ft. Depth 6 ft. Height of trim 7 ft. 2, height one and half times depth. High trim. Average height 10 ft. Depth 6 ft. Height of trim 9 ft.

Class C: Height two times the depth. Medium trim. Average height 12 ft. Depth 6 ft. Height of trim 7 ft.

Class D windows: height equal to depth. High trim. Average height 5 ft. Depth 6 ft. Height of trim 5 ft.

Class E. windows: height one and two-thirds times the depth. Low trim. Average height 5 ft. Depth 2 ft. 6 in. Height of trim 2 ft.

The height of the window is always measured from the floor to the ceiling; the depth from the glass front to the back; the trim from the floor up.

Windows of class A are usually trimmed up high on the background, and hence require a reflector which distributes the light over the angle zero to 90 degrees. The reflector shown (Fig. 1) has been designed to meet this condition; its introducing curve is shown in Fig. 2. This is a non-reflector, with a portion of the front cut away, to admit the light to escape horizontally. Hence a large portion of the lamp is exposed to view from within the window. Mirrors should not be placed in the upper part of the background, in order to avoid the possibility of seeing an image of the lamp when observing the window from the street.

The more common windows of Class B are trimmed only to a medium height, but occasionally some are found in which the trim is carried up high. The first sub-division requires the use of a reflector, which distributes the light in the angle zero to 55 degrees. The reflector shown in Fig. 3 has been designed to accomplish this result. Its introducing curve is shown in Fig. 4. For the second sub-division it is necessary to use a combination of reflector shown in Fig. 3 and 4 in order to get the desired results.

In class C the trim is carried up to only a medium height. A reflector which concentrates the light flux in the angle intercepted by the line of trim, most nearly meets the condition. Fig. 5 shows a reflector which has been designed to give the required results. Its light distribution curve is shown in Fig. 6.

Class D is found chiefly in cases where the show window is divided into two tiers and in shops with low head room, situation on the ground floor. The light distribution required is essentially that of the reflector shown in Fig. 1, but there is not sufficient head room in these windows to permit its use. Fig 7 shows a reflector which has been designed to meet the latter condition. Its light distribution curves are shown in Fig 8. This reflector is provided with an adjustable holder, as shown in Fig. 9, and the lamps are placed horizontally in the reflector. It is usually installed with the flat side tilted at an angle approximately 15 degrees with the horizontal. A mirror background should not be used in a window of this height for obvious reasons.

Class E windows are found largely in jewellry stores, cigar stores, and shoe stores. The line of trim is low, and frequently it is practically flat. This win-

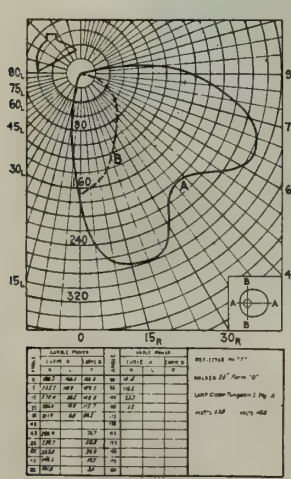


Figure 2.

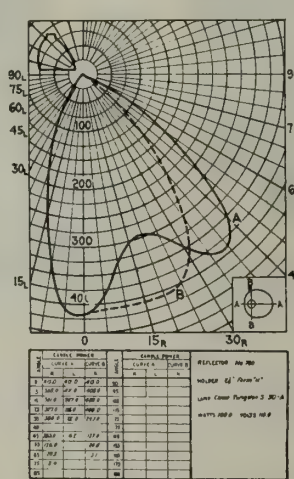


Figure 4.

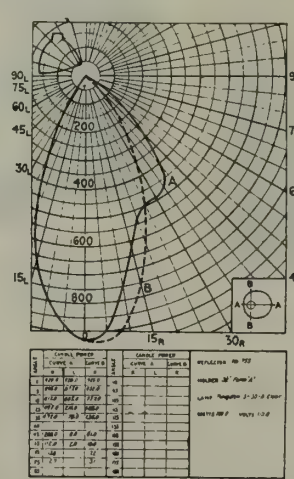


Figure 6.

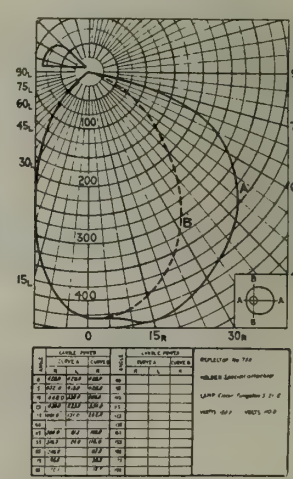


Figure 8.

dow requires a reflector having a light distribution curve similar to that of the reflector shown in Fig. 5. This reflector, of course, is too large for a window of this size. The reflector shown in Fig. 10 installed as shown in Fig. 11, has been largely used for this type of window. Its distribution curve is shown in Fig. 4. A window may be illuminated in this manner very satisfactorily, but since the reflector is symmetrical it is not so economical, in as much as a great deal of the light flux escapes to the street and upper portions of the window. The percentage of the total light flux incident on the surface of the line of trim is low. At the present time a small non-symmetrical reflector like that shown in Fig. 5 is being developed for this class of window.

The chart shown in Fig. 12 makes easy the selection of the correct reflector for any type of window. To start with, knowledge of three things is necessary; height, depth of window, and height of trim at background.

Suppose, for example, the show window is 10 ft. high, 6 ft. deep, and the trim or background to be lighted is 6 ft. high. The procedure would be as follows:

First, find the height of the window, 10 ft. on the left hand vertical scale. This point is indicated at A. Second, locate depth of window, 6 ft. on lower horizontal scale. This point is indicated as B. Third from the latter point, locate another point corresponding to the highest point to which the window is trimmed. (In this case 6 ft.) This point is indicated as C.

Next note the diagonal line that most nearly passes through the two points A and C, which in this case is a heavy dark line. By referring to the key below, one finds the reflector designated by the heavy dark line, which is the reflector of Fig. 3. In the above example, if the window were 12 ft. high the chart would call for a reflector like that in Fig. 5. This chart is based on the use of a lamp for which each reflector herein mentioned is designed.

Where it is necessary to place reflectors on the transom bar they may be selected by using the distance from the floor of the window to the bar as the height of ceiling.

The window reflectors discussed in this paper are designed exclusively for use with the standard tungsten lamps. Each reflector is designed for a certain size of lamp.

In order to conceal show window reflectors from the view of the observer on the street, window drapes or valances are very much used. In addition to performing the above function they add a touch of refinement and exclusiveness to a show window, greatly increasing the attractiveness of the merchandise displayed.

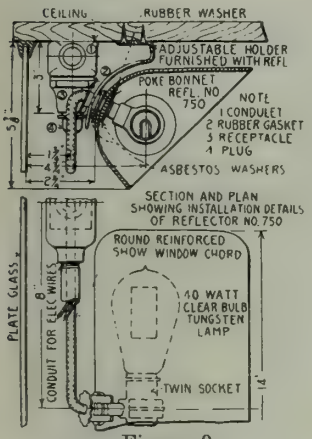


Figure 9.

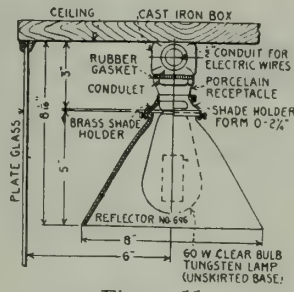


Figure 11.

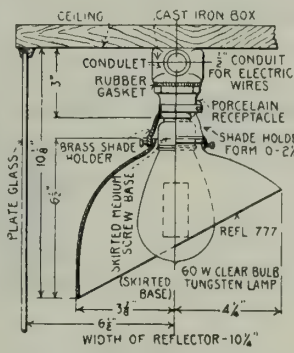
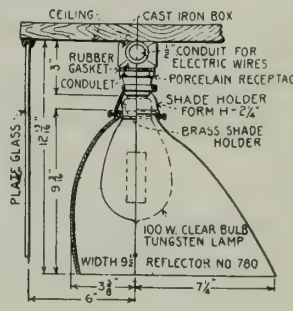
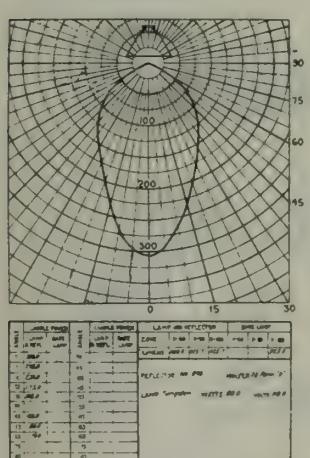


Fig. 5. Details for installing in windows reflector shown in Fig. 1.



Details for installing in windows reflector shown in Fig. 3.



Photonetric distribution curve and data on reflector. Shown on Fig. 10 when a 1.12 watt per candle lamp is used.

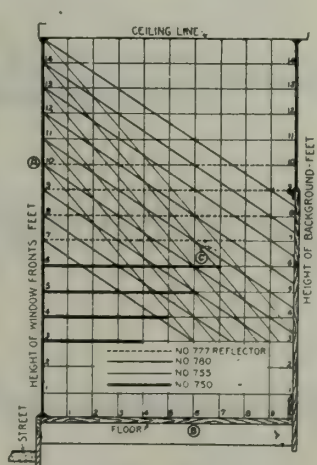


Fig. 12.

A WORD FOR THE "BOSS."

No man ever built up a great enterprise except by utilizing the efforts of others. Get away from trivial detail work. Devote your time to bigger things—to overseeing and directing the business and planning for its extension (new ways of making money and new ways of saving money) and less doing of work you can hire others to do.

Come out of your shell and get acquainted with your employees. No doubt they're all fine fellows if you only knew them better. Be a leader among them—a teacher and not a "Bossy" Boss. Be broad-minded always—Big when the occasion requires, and down to the teamster's level at times. They will be glad they're working for a "real" man, look up to you, and render you better service.

Make your employees feel that they belong to the business. Make them your associates. If you don't think you can do this with your present staff, perhaps the only fault is in your thinking so. True! they're only clerks, but then you're but a storekeeper, and in the writer's humble opinion, if you hope to get the loyal support of your men, and thereby profit more yourself, you must be most thoughtful and considerate in your treatment of them.

Get the boys together every now and then—have a sort of "round table" affair—a "get together" meeting. You will then have the opportunity to lay before them in a tactful and a general way some of their short comings and indicate to them some of the ways in which things should be done, and also, a chance to acknowledge and openly recognize good service. A compliment should be as quickly given for good service, as a kick for poor service. Recognition to the man who tries and succeeds is the very greatest incentive to better service.

Keep the employees in harmony with you, with the business, and with each other. Your business will increase in great volume, and your customers will be better served, more satisfied, and glad to come again.—From "Paint Salad."

New Goods Offered Canadian Hardwaremen

NEW ELECTRIC NOVELTY.

The pistol flashlight is a new electric novelty which is being offered to the trade by the Interstate Electric Novelty Co., 29-31 Park Place, New York, with branch offices in Chicago and San Francisco.

The pistol is claimed to be an exact reproduction of an automatic revolver, and contains a miniature Tungsten lamp in the end of the muzzle, and a radio battery made by the company in the handle.

To use the light it is grasped in the hand in the same manner as a revolver and a slight pressure on the trigger lights the lamp.

The company claim that, although no end of amusement can be had with this device, it should in no sense be considered a toy, as it is practicable, service-



able and can be put to many uses such as using in dark closets, reading gas or electric meters, etc.

The construction and workmanship, it is claimed are very fine and by pressing a spring the case can be opened up to gain access to the battery which is easily renewable at any time, as is also the lamp. The pistol can be carried in the vest pocket.

The pistol proper is made of stamped steel with a durable blued finish.

ARROW HEAD EXPANSIVE BIT.

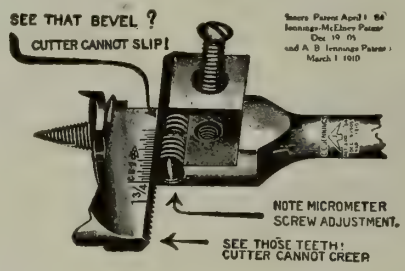
The Arrow Head Expansive bit here illustrated is being offered to the Canadian hardware trade through the Canadian Quality Saw and Tool Works, 4 St. Antoine Street, Montreal, Que.

The bit is made in two sizes—No. 1, length 9½ inches, weight 10 ounces, with two cutters cutting from ⅞ inch to 3 inches, and No. 2, length 8½ inches, weight 6 ounces, cutting from ⅝ inch to 2 inches.

It is claimed that the cutters cannot slip or creep, the micrometer screw will adjust cutter to 1.1000 in., so that the closest fit may be obtained.

One-fourth turn will set the cutter 1-64 in.; half turn, 1-32 in.; one turn, 1-16 in., etc., increasing the size of the hole respectively 1-32, 1-16, and ⅛ in.

When once set any number of holes



can be bored, and each hole will be the same size. It is claimed the large bit takes the place of 35 auger bits.

Each bit is packed in waterproof canvas case, with inside pocket for extra cutter to prevent it being lost.

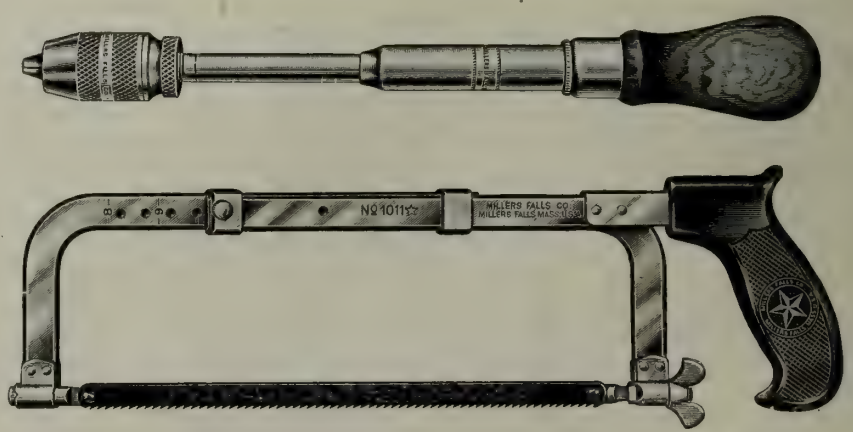
MILLERS FALLS TOOLS.

Among the new tools recently placed on the market by the Millers Falls Co., tool makers, 28 Warren St., New York, are the hack saw frame and automatic boring tool here illustrated.

The automatic boring tool No. 45, is 11¾ inches in length, has cocobole handle, metal parts polished and nickeled. The chuck holds round shank drill bits from 0 to ¼ in diameter.

A knurled clutch nut immediately back of the clutch prevents the latter from working loose. The tools are packed one in a cardboard box.

The Star hack saw frame No. 1011 has



a pistol grip, made of a black composition; polished nickel and steel stock, 3-16 x 11-16 inch. Compact stiff frame, with extra strength in the middle of the back where there is the greatest strain.

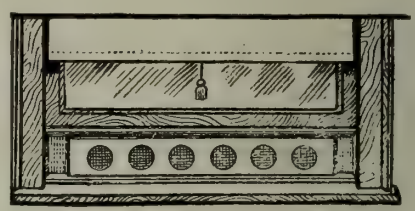
The handle is claimed to be a perfect fit for any size of hand and is secured to the frame by a steel rib extending nearly the full length of the handle and shaped so as to make the tool correctly balanced.

Blades strained by thumb nut and screw stud, placed beneath the handle, so as to allow the maximum stroke; blades may be faced in four directions. Extensible for blades from 8 to 12 inches long, with scale for the different lengths on the back of the frame. The depth under back is 3½ inches.

The weight per dozen with pasteboard boxes is 21¾ lbs.

SANUS ADJUSTABLE VENTILATOR.

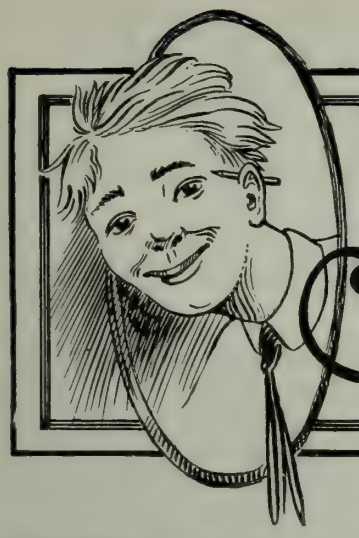
The accompanying illustration shows the Sanus Adjustable Ventilator recently placed on the market by the Sanus



Ventilator Co., of Canada, 150 Bleury Street, Montreal, Que.

It is claimed that the ventilator, which is made of metal, can be adjusted in any sliding sash in thirty seconds, and that it eliminates all draughts, while supplying abundant fresh air, and is so constructed as to keep out all dust, snow, rain, etc., from a room where it is in use, yet always allowing a free circulation of air.

The ventilator is adjustable, and is made in six sizes.



THE JUNIOR CLERK'S PAGE

WHITING AND ITS USES.

No doubt every hardware clerk has had many occasions to parcel up packages of whiting, as it is a commodity carried in every hardware store.

A little information regarding the manufacture of whiting and its uses will be interesting.

Whiting, according to Scott in "White Paints and Painting Materials," is the general term for all pigments made from natural chalk. Crude whiting, gilders' bolted whiting, English cliff stone, Paris white and Spanish white, are all of the same composition, i.e., calcium carbonate, but differ in regard to fineness of texture and purity of color.

According to geology, chalk is a rock of organic origin, belonging to the cretaceous era and occurs in beds of varying thickness, alternating with shales, sand and clays and often including flint.

Though a common rock in Europe, it is known to our readers mainly by its occurrence in the form of high cliffs along the English coast, especially near Dover. There are also large beds in many parts of the United States.

The manufacture of whiting is quite simple, the quarried rock (chalk) being first reduced to a coarse powder in a rockcrushing machine, then ground under water in edge-runner mills to a fine pulp, and finally finished in a flat-stone mill, the last grinding producing a moist "slime" or cream, in which the particles are reduced to a still further degree of fineness. The slimes are now run into a large tank of water and well stirred up; after a thorough washing by agitation, the whiting is allowed to settle.

When fully settled, the supernatant water is drawn off and the white pulp removed from the tank or vat.

It will be found that the whiting has settled in distinct layers, the first layer on the bottom of the tank being heavy and coarse, the middle layer somewhat lighter and finer, and the top layer ("cream") very light and extremely fine.

By using a series of vats and subjecting the white slimes to a process of levigation, called "floating," it is possible to collect the coarse material in the first vat, a finer quality in the next, and so on, the last vat of the series receiving the very finest particles.

The moist whiting, after its removal from the settling tanks, is dried at a low temperature, in order to get rid of the greater part of the water, after which the nearly solid pulp is roughly cut up into cakes and thoroughly dried in the stove room (dry-house).

When dry the whiting is in the form of lumps, and is frequently sold in this shape. Spanish white is an old name given to whiting molded in the form of a cylinder instead of lumps or square cakes.

Owing to the hardness of lump whiting, the grinders and painters prefer it in powdered form; consequently the lump whiting is either ground in a flat-stone mill or reduced to a powder by means of an expensive machine called a "dry pulverizer."

Bolted whiting is the name given to material that has been sifted through fine bolting cloth. Much of the bolted whiting on the market is produced by a process called "air-floating," and is really finer than the bolted material.

As a rule, the top layer of whiting in the settling tanks being much finer, and whiter, is branded as "Paris white," the next grade as "Gilders' whiting," and the coarse, off-colored grade, from the bottom of the tank, as "Commercial whiting."

Paris white and gilders' whiting are used in paints, while the commercial whiting is used only for putty.

Whiting is also obtained as a by-product in the manufacture of magnesia boiler covering and other industries where lime or limestone are used.



Don't be so easily discouraged that you feel that way most of the time.

REMARKS OF THE JUNIOR CLERK.

There's nothing like the loss of a good job to take the conceit out of a man.

* * *

One of the modern proverbs is "Blessed is he that forgetteth the wrong thing at the right time."

* * *

Truly great is the man who can become famous without making any of the noise himself.

* * *

Why not "safety first" for the automobilist as well as railway employees.

* * *

Don't knock! If your mouth needs exercise, chew gum.

* * *

The coffin trust has the laugh on us, for in the nature of things a coffin is something that no man cares to buy cheap and hold till wanted.

* * *

The mortality among the grandmothers of office boys has fallen off greatly since the close of the baseball season.



THE MAN WHO IS PAID.

There's pay for the man who can follow a plan
And carry the details through,
But the man whose pay is the most per day
Is the man who can plan and do.

The routine work of the faithful clerk
Is always in steady demand.
His task is to do and carry through
What another's brain has planned.

When a man has to ask you to point out his task
There's very small pay attached to it,
For the man gets the pay who is able each day
To discover his task and then do it.

—Frank Hill Phillips.

Current News of the Hardware Trade

New Firms.

Biggar, Sask.—F. G. King has started a tinsmith business.

Le Pas, Man.—The Northern Oil Co. have commenced business.

Harschel, Sask.—J. A. Proudfoot has started a hardware business.

Calgary, Alta.—The Calgary Chemical Co. have commenced business.

Winnipeg, Man.—The Western Casket Co., Ltd., has started business.

Business Changes.

Aberdeen, Sask.—J. Heinrichs, hardware dealer, is reported having sold out.

Montreal, Que.—The Canadian Wire Co., Ltd., have changed style to Colonial Wire Mfg. Co., Ltd.

North Sydney, N.S.—Bent & Cohoon have not started business since being burned out, and will not likely do so.

Vancouver, B.C.—The Honig Stores, Ltd., hardware and crockery dealers, have disposed of their business to R. L. Brown.

Open Calgary Branch.

The Garlock Co. now have branches in Montreal, Toronto, Winnipeg and Calgary.

L. G. Hargreaves, of the Garlock Western staff, has been appointed Winnipeg branch manager, and W. B. Powell will represent the company in Manitoba and Saskatchewan.

The Garlock Packing Co., Hamilton, Ont., have opened a branch in Calgary, where a stock of packings will be carried. This branch will be in charge of J. T. Dohm, who is well known in British Columbia and Alberta.

Industrial Notes.

Selkirk, Man.—The Manitoba Rolling Mills Co. are erecting a plant here.

Woodstock, Ont.—A by-law to loan the Fort Wayne Oil Tank and Pump Co. $12,000 was voted on and carried by a large majority.

Calgary, Alta.—The North-Western Brass Co., Ltd., East Calgary, have completed a foundry 200 x 100 ft., and started operations.

Medicine Hat.—The third annual meeting of the Alberta Rolling Mills, Ltd., was held on November 3. It was decided to go ahead with the erection of a bolt plant here.

St. John, N.B.—The Canada Nail and Wire Co. has been incorporated in New Brunswick, with head office in St. John, to make wire, wire nails, screws, bolts, tacks, etc. The company is capitalized at $400,000.

St. John, N.B.—English capitalists have taken over the Albert Oil Shales at Sussex. The company will at once enter upon preliminary development, and this fall considerable work will be carried on in preparation for the erection of a mammoth plant. The works will be located near this city.

Brantford, Ont.—Ham & Nott, manufacturers of screen doors, refrigerators, etc., have increased their warehouse space and installed new machinery and boilers.

Windsor, Ont.—Construction work on the plant of the Swedish Crucible Steel Co. has been delayed owing, it is said, to difficulty in obtaining steel.

Stratford, Ont.—The Stratford Mfg. Co., manufacturers of lawn swings, ladders, etc., have made a proposition to the City Council, which if accepted will result in the company doubling the capacity of plant.

Personal Notes.

J. S. N. Dougall, of the Dougall Varnish Co., Montreal, was in Winnipeg last week.

C. S. Wilcox, president of the Steel Co. of Canada, has been staying at Hot Springs, Va.

Fred Otton, of H. H. Otton & Sons, Barrie, Ont., was a visitor in Toronto last week.

H. P. Hubbard, of E. C. Atkins & Co., Hamilton, was in Montreal on business last week.

William Crawford has been elected secretary of the Alberta Rolling Mills Co., Medicine Hat, Alta.

Louis Bartholomew, who started the first foundry in Orillia in 1870, died on October 30 in Montreal, Que.

E. A. Sherlock, of the Miller Lock Company, Philadelphia, spent a few days in Montreal last week.

W. J. Wills, representing Heller Brothers, Newark, N.J., was calling on the trade in Montreal last week.

J. K. L. Ross has been elected a director of the Canadian General Electric Co. to fill the vacancy created by the death of his father, the late Jas. Ross.

Charles Melbourne Canfield, of the Mills Hardware Co., Hamilton, Ont., was married on November 5 to Edith Margaret, daughter of Mrs. Margaret Kastner, of Sebringville, Ont.

C. H. Tewksbury, of the Boston Varnish Co., is now visiting the trade in Western Canada, introducing Kyanize finishes, which it has been arranged to market through J. H. Ashdown Hardware Co. After finishing with the Prairie Provinces, Mr. Tewksbury will spend a fortnight in British Columbia.

COMPANIES INCORPORATED.

Armstrong Whitworth, of Canada, Ltd., capital $2,000,000, to carry on the business of manufacturers of iron and woodworking tools and machinery, etc.; head office, Montreal, Que.

Canadian Specialties Mfg. Co., Toronto, Ont., capital $1,000,000.

The Hull Iron ond Steel Foundries, Ltd., Hull, Que., capital $50,000, to acquire and take over the business now carried on in the city of Ottawa by A. H. Coplan.

Rock & Power Machinery Co. to manufacture and deal in machinery, etc.; head office, Toronto, Ont.; capital $500,000.

HARDWARE LETTER BOX



Asbestos Shingles.

H. Picton, Ont.—"Kindly inform us of manufacturers of asbestos shingles."

Canadian H. W. Johns Manville Co., Toronto; Asbestos Mfg. Co., Montreal, Que.—Ed.

Sectional Stove Co.

Bonthron & Drysdale, Hensall, Ont.—"Have the Sectional Stove Co. a branch in Canada?"

Can any of our readers give this information?—Ed.

Window Colors and Patterns.

J. Flett, Wiarton, Ont.—"Kindly inform me through Hardware and Metal where I could get patterns and color schemes for church windows."

N. Y. Lyon Glass Co., Toronto; N. G. Valiquette & Co., 477 St. Catherine St. E., Montreal.—Ed.

Aluminum Child's Sets.

Henry Gilles, St. Jacobs, Ont.—"Can you tell me through your paper where I could purchase aluminum children's sets?"

Nerlich & Co., Front Street W., Toronto.—Ed.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

A quieter tone is exhibited in the markets this week.

The advent of cold, snappy weather would be welcomed by all sections of the trade.

In the metal markets a fair amount of business is passing in small lots, and weakness is shown in iron and steel products, tin and copper. Spring booking has commenced, and an advance is noted in quotations on screen doors and refrigerators.

In the paint markets no changes in price have taken place during the week. Firmness is shown in turpentine. Glass and putty are in more active demand.

Business in Montreal has been interfered with to a great extent on account of the disorganizing of the main telephone exchange owing to fire.

Reports from Western Ontario during the early part of the week indicate that much damage was done by the recent severe storm.

MONTREAL.

Montreal, November 12.—A cold snap and a little snow will improve matters considerably on the local market. Trade fell off last week and the jobbers are now looking for a change of temperature. Word was received from Timmons, Ont., to the effect that 4 inches of snow had fallen there. This will, no doubt, brighten things up in that direction.

The telephone service has been completely demoralized on the "Main" exchange owing to a fire which has put some 13,000 phones out of commission, principally in the business section, where it is felt most, and as a result business has suffered, it being next to impossible nowadays to carry on a successful business without the use of the phone. It has been necessary for some of the trade to open offices up town in a district covered by some of the other exchanges in order to keep in touch with their customers, while others have put on an additional staff of salesmen to cover the ground completely. Quite a number of orders have been received for skates and judging from present indications there will possibly be a shortage as the jobbers seem to have under-estimated the season's supply. This looks to be a bumper year for this particular line.

All seasonable lines have been moving well. The most noticeable movements being in ash sifters, sleigh bells, hockey sticks and skates. Business, taken on the whole, has been fair in spite of the handicaps experienced. No large orders have been received, mostly those of a sorting up nature having been dealt with.

The Dustless Mop seems to be popular as the demand is quite noticeable.

The prices of Canada Plates have been revised. Last week's quotation showed "Ordinary" (52 sheets) $3.10. This has been reduced to $2.75 for this week. The price of "All bright" (52 sheets) last week was $3.70. This has been increased to $3.90 this week, a difference of 20c.

Prices Decline in Metals.

In the metal market prices have declined in London during the past week and in some instances quite a drop is noted. Local prices have remained about the same as last week and business is considered fair. Tin has taken a drop to £179 which is £4 10s. under last week. There is a possibility of this price being reduced still further. The New York price is $39.37½ for 5 ton lots, while the smaller lots will touch $39.60. The local market remains unchanged.

Spelter.—The London price of spelter for this week is £20 10s. The demand here is small and there is not much of a change looked for. Enquiries have been made for the future but no quotations are available.

Lead.—Lead is still firm on the local market at $5.75 to $5.65. The London price has fallen off and £19 7s. 6d. has been quoted for the week. This is a difference of £1 5s. from last week's quotations. This, of course, was not unexpected but it is now as low as it has been for 2 months and will possibly stay there for awhile or else show an increase.

Copper.—Copper is still in a very weak condition and a further reduction in the London quotation is noted this week. The price quoted this week is £68 7s. 6d., while last week the price was £71 12s. 6d. or a difference of £3 5s. The local prices have not yet changed but this is bound to follow unless the market brightens up in the very near future.

Antimony.—Antimony is still very quiet and the prices remain unchanged.

Iron.—There is not much change in the iron market, it still being in a very weak condition although the London quotation for this week, £49.7s. is a fairly low level. This is a decrease from last week of £5 2s. and although the local price is the same as last week it is thought that there will be a change unless the markets firm up in the near future.

Heating Lines.

Things are still very bright in the stove and heating business and although stoves are a trifle quieter than is usual for this time of the year it is thought that a cold snap will remedy matters considerably as it appears everyone is relying on their furnace and using the gas stove for cooking purposes. It is thought that the first cold spell will show quite a difference in this particular line. The heating business is very active as there has been considerable building going on this year and this work has been left until the last, but now that the season is getting well on and winter is not far off this work is being rushed with the result that the trade is being kept pretty busy filling the requirements.

TORONTO.

Toronto, Nov. 13.—Trade in hardware lines continues fair although just at the present time jobbers are not greatly rushed with orders.

In the metal market a fair amount of business is passing in small lots. A fair business is being done in stoves, the cool snap at the beginning of the week created considerable activity in stove lines. Reports from Western Ontario points indicate that heavy snow-falls have taken place and that there is a good demand for snow shovels and other winter lines.

A large amount of damage has been done as a result of the severe storms.

Quotations for spring delivery on screen doors show an advance over last year's prices. Refrigerators also show a slight advance in price.

Metal Markets.

Tin has declined ½ cent per lb., the ruling quotations ranging from 42½c to 44c lb.

Copper has declined ¼ cent per lb. while pig iron and spelter remain unchanged.

Lead is firm and unchanged and stocks are very light. Quotations ranging from 5½ to 7c lb.

A fair amount of business is passing but mostly in small lots.

Trade in iron and steel products is

In the American markets prices on very slack and quotations are weak. iron and steel products have been on the downward path. Buyers are still cautious.

Advance in Screen Doors.

Quotations on screen doors for 1914 spring delivery are higher than the prices that prevailed during the early part of the present year.

Plain doors formerly quoted at $8.40 per dozen are now being quoted at $8.70 per dozen for spring delivery, an advance of 30 cents per dozen.

Screen Wire Unchanged.

Screen wire cloth is offered for spring delivery at $1.50 per 100 sq. ft. in 100 feet rolls and $1.55 per 100 sq. ft. in 50 feet rolls.

Advances in Cutlery.

In our November 1 issue we reported advances in the price of cutlery. Several lines have been advanced and further advances are expected.

The advances have been due chiefly to the advances in the wages of cutlery workers in Sheffield. Sheffield manufacturers have granted their employes considerable increases during the past six months with the result that the costs of production have been increased to a large extent.

A representative meeting of Sheffield manufacturers was held in the Cutlers' Hall, Sheffield, on October 30. Among the matters under discussion was the question of an advance in the prices of table cutlery, butchers' and pocket knives, etc.

The advances will necessitate a complete revision of costs which will entail a large amount of work. It was decided that an immediate advance of from 5 to 10 per cent. should go into effect and it is expected that still greater advances will take place on some lines.

The cutlery manufacturers have been compelled to advance the wages of their workmen in order to keep the latter from leaving the trade to take up other occupations less arduous and which afford better compensation.

Electrical Goods.

Electrical appliances are in good demand and will no doubt be featured to a great extent as suitable articles for Christmas gifts. The electrical appliance line has been taken up extensively by a large number of Canadian hardware jobbing houses and they appear to be finding a ready sale for this line of specialties.

An exhibition of electrical goods will be held in the Arena, Toronto, next week and there will be a representative showing of all modern electrical appliances.

Iron Pipe.

The demand for iron pipe continues fair. The quotations on pipe are shown in current market quotations.

Stoves and Ranges.

The stove trade is a shade more quiet this week than last. Cold, snappy weather is needed to put life into the stove business.

Retailers have a large portion of their initial fall stocks of stoves in hand and until these are moved, repeat orders will not be very numerous.

The demand for furnaces keeps up exceptionally well. Such lines as ash sifters, furnace and coal scoops, weather strip, stove pipe elbows, mica and other stove accessories are in active demand.

Enamelware, tinware and aluminumware are moving in fair quantities at unchanged prices as shown in current market quotations.

Christmas Goods.

The bulk of the goods ordered for Christmas trade has been shipped and retailers with heavy stocks of fall and Christmas goods are anxiously awaiting the advent of cold weather.

WINNIPEG.

Winnipeg, Nov. 11.—Weather conditions since the beginning of November have not been favorable to accelerating sales of winter goods. There is a fair sorting business going on but a fall of snow and a few sharp frosts would no doubt stimulate trade in several lines that for the time of the year are noticeably slack. The mild weather has on the other hand favored business in builders' supplies for which there is for this late in the season a very fair demand.

Holiday goods such as cutlery and plated ware fancy lamps shades, etc., have been moving fairly well and the prospects for a big holiday trade are considered favorable.

Winnipeg bank clearings last Thursday reached the enormous total of $53,773,385. conclusive that the November settlements are being satisfactorily met. Collections, however, are not as brisk as they should be considering the immense amount of grain that has gone through. This can be accounted for by the mild weather above referred to which is keeping farmers on the land and they have not as yet spared the time for making necessary winter purchases. There is a general opinion that money will circulate freely during the winter months.

Prices on all lines of general hardware are steady but advances of from five to seven per cent. on screens and refrigerators are slated for next year.

Stoves and Kitchenware.

Phenomenally mild weather is holding back stove sales and business in the past week was not up to expectations. It will undoubtedly revive with the first taste of real winter. Country merchants report having had a dull week but regard this as favorable on the whole, as farmers have a week longer for ploughing than is usual. With the freeze up they will get busy on deferred purchases. The stove man and coal man will get their innings yet, and there must be a lot of stoves yet to be sold this season particularly in newly settled districts.

Paints, Oils and Glass.

The men on the road report a fair sorting trade in paints and oils, and are securing a fair average of spring orders.

Shipments of window glass have been quite heavy during the past two weeks. Prices on paints, oils and glass are steady but the extremely low price of flax should bring down the price of oils.

Metals.

The demand for structural iron and steel, cement, etc., has fallen off with the practical close of the building season for this year and there seems little prospect of any new work of importance being undertaken this winter. The condition of the money market is holding back the accomplishment of several important enterprises in building which might have been commenced this winter but will probably be held over until spring.

OVER-SENSITIVE.

The hardware clerk who is always looking for, or expecting criticism will nearly always get it.

The world generally gives you a good share of criticism whether you look for it or not. Sometimes you deserve it and other times you may not.

Too many people are over-sensitive and criticisms of a friendly nature are taken up in an entirely wrong spirit resulting in the over-sensitive one not being able to maintain the state of mind most conducive to comfort.

The best way to learn is to get others to criticize your work. It is not always necessary for you to agree with them but if your work is criticized do not be oversensitive.

YOU KNOW THIS KIND.

"What's the price of this razor?" asked the deaf old man.

"Two Dollars."

"Three Dollars!" he exclaimed, "I'll give you two."

"It's only two dollars," shouted the honest clerk.

"Oh, two dollars!" rejoined the old man sharply. "Well. I'll give you a dollar and a half.

Special Rates for Western Hardwaremen

Secretary F. M. Tobin of the Canadian Hardware Manufacturers' Exhibitors' Association reports that arrangements have been made with the Western railways regarding plan rates for the hardware Convention and Exhibition to be held in Ottawa in February.

The Grand Trunk Pacific, Canadian Northern and Canadian Pacific railways have authorized standard certificate convention plan rates from their territory.

Single fare tickets with certificate may be purchased from all points west to and including all points in Alberta to Ottawa.

The certificate when properly vised will entitle holder to return trip free.

The tickets will be good going to Ottawa, Feb. 9 to 14, inclusive and returning up to March 8 inclusive.

These arrangements which have just been completed will be of special interest to hardware merchants in the West who are desirous of attending the Exhibition and Convention in Ottawa.

There are always customers who are looking for exceedingly cheap goods and who are hard to satisfy, but the greater majority are willing to pay a reasonable price for a good article if the good qualities of the article are explained to them.

A JOINT MEETING.

F. M. Tobin, Sec.-Treas. of the Canadian Hardware Manufacturers Exhibitors' Association has sent to members the following notice:

A meeting of your Directors, Advisory Board, and the Executive of the Ontario Retail Hardware Association will be held at the Queen's Hotel, Toronto, at 2 p.m., Nov. 20. Business; Ottawa Exhibition and Convention.

Association members are invited to attend.

CATALOGUES AND BOOKLETS.

Hardware Specialties.

The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y., have issued a 36-page catalogue showing curry combs, picket and tent pins, swivels, repair links, steel snaps, special chains of various kinds. This is known as No. 24 catalogue.

In addition to the above the firm have issued general catalogue No. 25, containing 80 pages and showing the goods shown in catalogue No. 24, and in addition a large line of sheet metal letters, figures and signs, checks, badges, and name plates, animal traps, screw drivers, wall and veneer ties, wall plugs and other specialties.

Copies of the catalogues will be mailed to the trade on request.

Tabulating System.

A new booklet just off the press and entitled "A Business Compass," shows how use is made of tabulating machines to analyze business conditions of all sorts in factories, wholesale and retail houses, offices, etc.

The system is used for sales analysis, cost accounting and many other things, the system being fitted separately to each individual business. Copies of the booklet may be obtained from the Tabulating Machine Co., 25 Broad St., New York.

No Hockey League.

Montreal.—There was a meeting of the Wholesale Hardware Hockey League last Saturday when it was unanimously decided that the league would be suspended for a period of one year. It was proposed that an indoor baseball league be formed and some interesting developments are looked for.



Beaver Board display of J. S. Neill and Sons, at the Fredericton, N. B., fall fair.
See article pages 39-40-41

Methods of Retailing Paints and Varnishes

A Valuable Study in Contrast

How Two Hardwaremen Went About Creating a Demand for Paint—The Results Obtained by the Two—Where the One Failed and Where the Other Succeeded.

A story is told by a paint salesman, which illustrates most convincingly the results which can be obtained by aggressive merchandising in the paint department.

Brown and Robinson (these names will do as well as any others) were hardwaremen in towns of about the same size distant from each other about twenty miles. The paint salesman called on them both and succeeded in securing orders from them for equal quantities. The paint was shelved and a few months afterward, the salesman got a repeat order from Brown. The latter was a hustling, aggressive fellow with an unusual share of initiative and, when he took up a line, he did it in earnest. Robinson on the other hand had only sold a few quarts when the salesman made his return trip, expecting a big order. He grumbled that the paint was "no good," suggested returning the stock and, on failing in this, refused to order anything more. After that the salesman called on the two stores regularly, always getting an order from Brown, never from Robinson. The latter's stock would be depleted by a tin or two every call he made for the first year or so, but after that the diminution ceased. The stock remained a fixed quantity, about half of the original amount being left.

The salesman knew where the trouble lay but he could not tell Robinson what it was. The trouble lay in Robinson himself. He was hopelessly antiquated in his methods, blind to new ideas and suggestions, a trifle lazy and too stubborn to change his ways. He was not the kind of man who could be shown his shortcomings. Being a prudent man, the salesman did not attempt to enlighten Robinson on the score of his inefficiency.

The paint department in the Robinson store was well to the back. When it is stated that even at the front, the store showed no semblance of order, one will be able to appreciate what the rear was like. It was a dark recess into which salesmen sometimes plunged to find goods which customers had asked for. In the farthest part of the rear was the paint department, far out of sight. Perhaps it was just as well that it was not visible to the naked eye, as the stock did not look promising. The tins occupied dusty shelves and had become dusty and dirty themselves. Lack of success in selling goods under such circumstances was to be expected.

In the meantime Brown was selling paint "to beat the band," as the saying is. He kept his goods well displayed, advertised some; in fact, lived up to all the requirements which go to make up a "four-square paint man." Best of all, he was an enthusiastic and believed in talking paint morning, noon and night, infusing a share of his enthusiasm into customers.

Brown had turned his stock over and over again, when Robinson got into financial difficulties. The latter's management of his paint department had been on a par with his methods in every other phase of the business, so no one expressed, or felt, any surprise when it was announced that he had gone to the wall. His creditors having no confidence in his ability to recuperate himself, his affairs were wound up and the stock offered for sale.

(Continued on page 64.)



Paint display in store of Jas. H. Callaghan, Hamilton, during Centennial week. Display arranged by Hartley Hoskins.



CURLING STONES

With a Reputation

Stones that do not have to be introduced to good curlers anywhere—stones that have established their merits and have been rewarded by the popularity they have achieved—perfectly made, and well finished—the stones you will be asked for by the curlers in your town—such stones are known to all good curlers as

MAC'S SPECIAL

It is always best to sell customers just what they want. When you can do this and in addition give them the best value for their money you are receiving a double benefit. Here is your opportunity. Good curlers will ask for Mac's Special, and when you make the sale you have the assurance that you have made a satisfied customer—your best advertisement.

We also carry a complete stock of curling brooms, boxes and other curlers' accessories.

If you have not our price list—secure it to-day.

Sold by Dealers everywhere or direct from

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

RUST—Metal's Greatest Enemy

Conquered by LIONOIL

Rust on metal parts is each day costing the American automobile manufacturer thousands of dollars, besides greatly lessening the standard of his product.

No metal body can be finished perfectly if at any time it has been rusted. It is absolutely essential that the surface be free from any spots. Lionoil is the world's greatest rust preventative. Bodies coated with Lionoil when in use show no tendency to peel, check, or flake off.

Any metal part, such as springs, axles, frames, fenders, lamps and all sorts of stampings and forgings, are absolutely insured against rust if coated with Lionoil.

Lionoil can also be used as the liquid ingredient for metal primer or "roughstuff." We can also furnish Lionoil metal primer ready mixed.

Lionoil is also a great labor saver. It pays for itself easily in labor and metal saved. It is not expensive, covers lots of surface and air-dries quickly.

Write us for information regarding Lionoil or any of our other products, such as the Raven line of black Japans for lamps, bonnets, top bows and other parts. We have a large corps of experts who specialize on finishing problems. Write for information.

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Largest Manufacturers of Varnishes and Japans in the World.

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, November 12.—Although the present time of year is not usually expected to be a very busy one, it would seem, judging from reports that the year 1913 is an exception to the rule. Manufacturers report that although times are supposed to be quiet in the paint business, things are very satisfactory. Most firms state that their sales are up to the average and in some cases in excess of last year. Booking for spring has increased to quite an extent, especially by dealers whose districts are served by water routes. From these places orders for spring are numerous, and shipments are being made while navigation is still open. A material saving is thus effected as the spring trade starts in advance of the opening of navigation and when orders are not shipped by "last boat," higher railroad rates have to be paid. Collections are improving and although they are not quite as good as a year ago this does not seem to be causing any anxiety. Generally, the tone of the market is optimistic.

White Lead.—There is no change here. The price of pig lead in London has fallen considerably, but this market is very liable to fluctuations and the price may be higher than ever to-morrow, so it is not thought that any change here is probable in the near future.

Linseed Oil.—The market here is still weak and quotations varying. The ruling price for single barrel lots is 56c for raw and 59c for boiled. The demand seems to have improved a little recently, but is by no means large. Regarding the trend of prices, this is very hard to predict but it is thought that cheaper oil is not probable.

Prepared Paints.—An increase in this business has been seen here recently. Navigation will close in a week or two, and those dealers who are fortunate enough to be able to obtain their shipments by water are placing their spring orders now in order to save paying higher freight rates later on. The amount of spring orders received is said to be in advance of last year.

Turpentine.—The market here is still firm at 60c and the demand at that figure is said to be fairly good. It is thought by some that this price will not remain for long, but no word of any impending advance has been heard.

Petroleum.—Business is still good here and will continue so until navigation closes. Orders are numerous and shippers busy.

Glass.—In the glass business things are keeping up well. A number of buildings are being rushed to completion before winter sets in and the demand is very good. Prices remain the same.

Putty.—A marked demand is noted here, and some very large shipments have been made. Prices remain unchanged as follows:

Bulk, in casks, ...$2.30 per 100 lbs.
Bulk, in drums .... 2.50 per 100 lbs.
Bladders, in barrels 2.80 per 100 lbs.

With the usual advance of 70c per 100 pounds for pure putty.

——

TORONTO.

Toronto, Nov. 13.—The paint market is in much the same condition as during the previous week. Reports indicate that business in the smaller towns is holding up well but a falling off has taken place in the larger cities.

While no price changes have taken place during the week reports from the south indicate firmness in rosin and turpentine.

White lead remains firm and indications point to higher prices in December.

Linseed oil is unchanged and in the opinion of Toronto dealers is a good buy at present prices.

Turpentine.

Toronto quotations on turpentine are as follows:—1 barrel lots 65c per Imperial gallon; 2 to 4 barrel lots 64 cents per Imperial gallon; 5 gallon lots 72 cents per Imperial gallon.

Reports from the South indicate that receipts at Savannah have diminished and that there is a firmer tone in the market.

Toronto dealers are of the opinion that further advances may be expected before long.

White Lead.

Orders for white lead are still being taken at present prices for delivery up to December 15.

Quotations are $8.20 per 100 lbs. in ton lots and $8.40 per 100 lbs. in less than ton lots.

There is a feeling in the trade that an advance in price will take place next month.

Linseed.

Quotations on linseed oil remain unchanged. While the market has been exhibiting considerable weakness of late the general feeling is that oil is a good buy at present prices and that firmness will be exhibited in the market before long.

Following are present quotations per gallon of 9 lbs:—

Raw Linseed Oil:
1 to 2 barrels .....55c per gal.
3 to 5 barrels .....54c per gal.
6 to 9 barrels .....53c per gal.

Boiled Linseed Oil:
1 to 2 barrels .....58c per gal.
3 to 5 barrels .....57c per gal.
6 to 9 barrels .....56c per gal.

10 barrels and over open.

Oil for less than one barrel 7 cents per gallon additional with usual charges for cans.

Ready Mixed Paints.

Sorting orders are coming in freely and are largely composed of interior finishes. As is usual at this season of the year orders are not large.

Glass and Putty.

The demand for glass and putty continues steady and although the volume of business passing cannot be favorably compared with that of the corresponding period of last year, dealers appear satisfied. Quotations remain the same as shown in current market quotations.

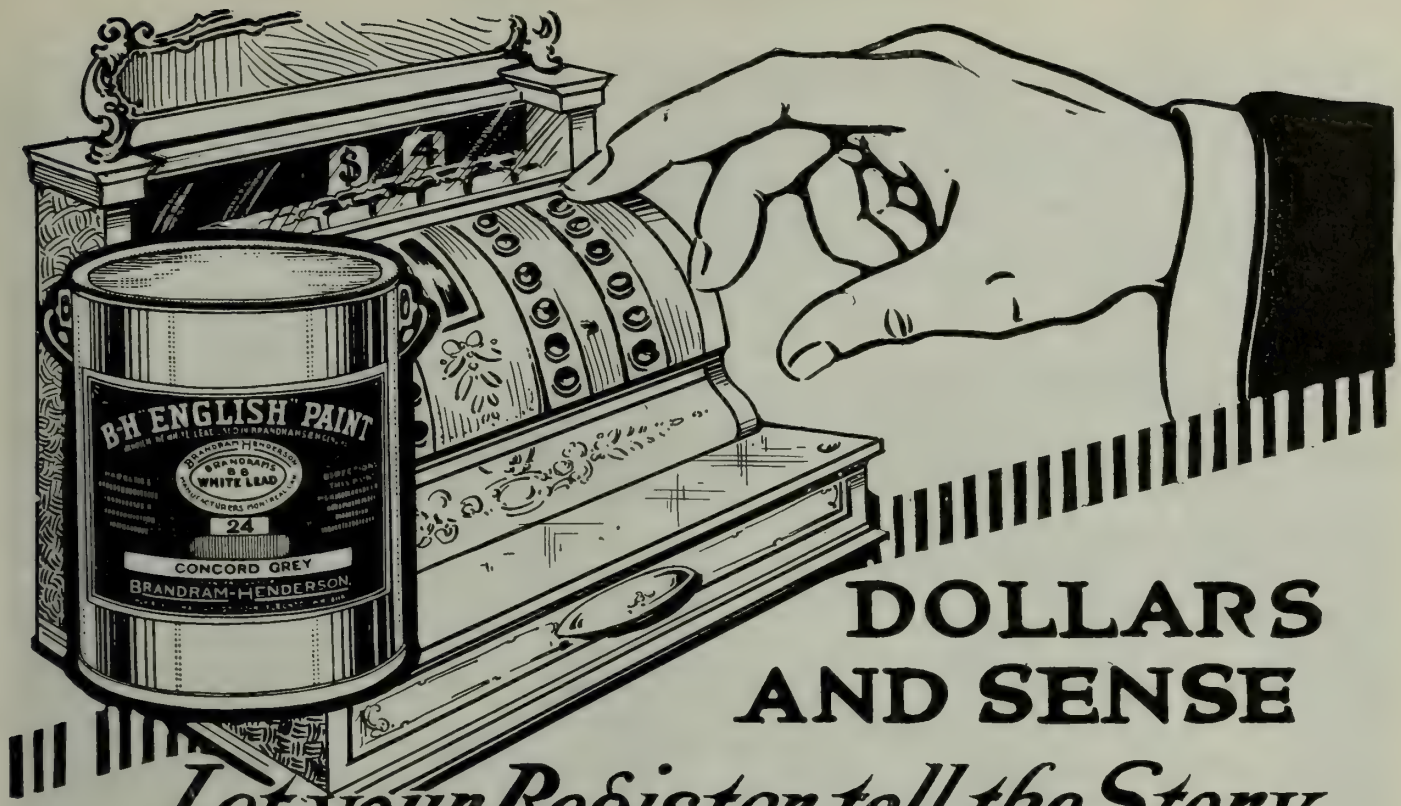
A VALUABLE STUDY IN CONTRASTS.

(Continued from page 62.)

Brown bought the stock for a song and decided to sell it off right where it was. He put in a strenuous fortnight, cleaning, arranging and pricing the stock. In the course of the preparations thus made for the sale, Brown moved the paint stock near the front of the store, brushed up the cans and marked them at a price but a fraction below the regular selling price. He cleaned the whole stock out in two weeks.

Contrast the results obtained by the two men and the advantages of pushing paint aggressively will be seen.

The old impression that only mechanics were interested in tools has died out, and a large business is now being done with men, who have a hobby for tools, but who are not full-fledged mechanics by any means. The shop window should always play an important part in the introduction of new tools. It may be that there will not be an immediate response from those desiring the tools, but it has been proven that enquiries have often been made several months after the displays have been made.



DOLLARS AND SENSE

Let your Register tell the Story

Selling the **right line** of Paints means your cash register will tell a three-fold story of **profit—repeat sales—satisfied customers.** True, you might make more Dollars with an inferior line of Paints, but in the end, you lose customers, while repeat sales go elsewhere. With B-H "English" Paint you **know** the right line is on your shelves. You **know,** in advance, that your profits are assured as

B-H "English" Paints

are in **constant** and **growing** demand.

Constant demand because we have a sales plan that moves B-H "English" Paints over your counter with minimum sales effort on your part. Our helps —more extensive than ever before — include Daily Newspaper Advertising, Posters, Personal Letters, Booklets, all sending the Consumer to **your** store for B-H "English" Paints.

A **growing** demand because your trade will increase once they use a paint made with 70% Pure White Lead and 30% Pure White Zinc. That's B-H "English" Paint, and you get these **guaranteed** proportions because we are the Paint Makers who corrode and grind their own White Lead.

A Post Card—to-day—will tell you about our Exclusive Agency Proposition— exclusive because we absolutely protect you in **your** territory.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch.	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 60
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel.	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel.	0 08	0 08
Corona tool steel.	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch.	....	0 05½
1 7-16 to 3 inch.	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 90	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
22x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe. Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe. Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 03½	0 03½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 75	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2¼ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7¼c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 28	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

'Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65	
I X, 14x20 base	5 65	
I X X, 14x20 base	6 65	

BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.30. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

TWO PROFIT PRODUCING SPECIALTIES

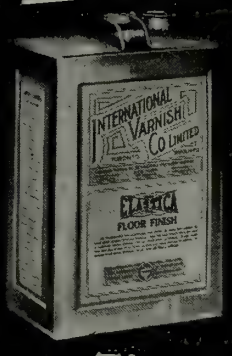
REVIVES & RENEWS OLD FURNITURE & WOODWORK



ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO LIMITED
TORONTO WINIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

MARTIN-SENOUR PAINTS & VARNISHES

What Confidence Means In Modern Business

A man selling eggs for 5c a dozen wouldn't sell many, for the reason that people aren't looking for bargains in eggs. They know that best quality means best value. Just as people now realize that a few cents per gallon lower in price when buying Paint and Varnish does not mean economy.

The dealer who sells Martin-Senour Paints and Varnishes is dealing in known values and enjoys the prestige of leadership, together with the liberal profits that are always accorded a leader. Confidence has been won because it has been earned.

You get absolutely everything that goes to make up a winning sales maker. There's the "100% Pure" feature that gives you the selling wallop to close the paint sales, and the selling advantages of "Spic and Span" Finishes, and Superfine Varnishes, and back of it all is Martin-Senour Advertising—a national campaign that will get customers coming. Have us show you.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c., Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 1¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 ..... 3 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 9 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton... .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 8 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 80

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ¾-inch, per gross.... 8 00
" " ⅛-inch, per gross..... 10 50
" " ¾-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

¾-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6.000). 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 15c ft.
Ontario .... 15c ft.
Faultless ....20c ft.
Extra Heavy ....23c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft. .....$	3.00	42 ft. .....$	7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.86
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.90
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft. ,each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64
Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

(PAINTERS TRESTLES).

6 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 80
Priam globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 1 00 1 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

Cut Down Your WRAPPING PAPER Expense

Let Us Quote You Prices

Why keep down your profits by paying more for your Wrapping Paper than is absolutely necessary? We manufacture a complete line of all lines of high grade papers and offer them at a price that will effect a saving to every dealer.

WRITE US AT ONCE.

ALEX. McARTHUR & CO., LTD.,

82 McGILL STRE ET
MONTREAL

F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

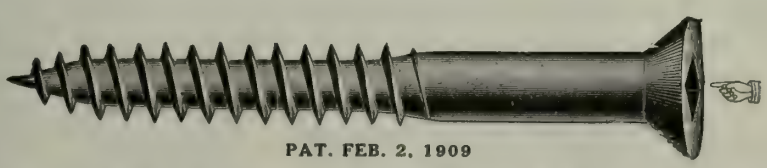
The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

HARDWARE AND METAL

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 15½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2, hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel	85 10 7½
"	R.H., bright	80 10 7½
"	F.H., brass	75 10 7½
"	R.H., brass	70 10 7½
"	F.H., bronze	70 10 5
"	R.H., bronze	65 10 5
Drive screws		65 10 5
Set, case hardened		60 10
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.		$5 00
Bench, iron, per doz.		4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen	
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00 5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10 3 50
Hindostan	per lb.	0 06	0 10
" Slip	"	0 18	0 29
" Axe	"	....	0 16
Deer Creek	"	....	0 10
Weerlick	"	....	0 25
" Axe	"	....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60 7 60
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs....	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.....	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel	whiffletrees, 28 in..	0 70
" "	" 34 in..	1 00
" "	" 36 in..	1 25
" "	neckyokes, 36 in..	1 25
" "	doubletrees, 40 in..	0 95
" "	lumbermans, 44 in..	0 95

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 per cent.
Extra ask fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Carriage neckyokes, oval and whiffletrees, ash 35, hickory, 40 per cent.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 per cent.
All other ash goods, 40 per cent.
All hickory, maple and oak goods, 35 per cent. Wrenches.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Stair skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.		
Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner.....	6 50
Cadillac Electric, Model C.....	18 00
Cadillac Electric, Model D.....	20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	4 80
With rim, 18x28, per doz.....	5 00
With rim, 20x30, per doz.....	5 80
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 80
Without rim, 20x30, per doz.....	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia



Dry as hard as stone and as smooth as silk.



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The Flat Wall Colours That Satisfy Most Particular People

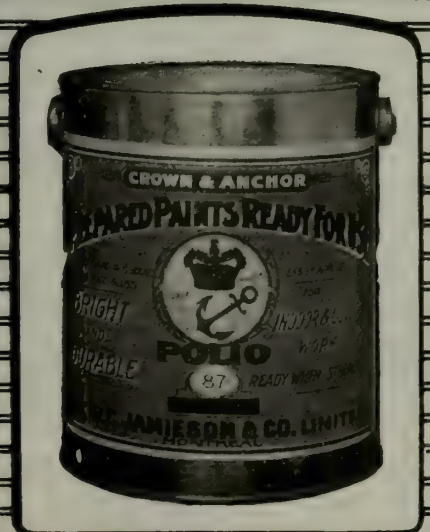
'Silkstone" gives a soft, mat-like surface and dries without gloss, yet with plenty of life.
Can be washed with castile, or any soap not containing lye, without losing any of its beauty.
Sanitary and very durable. It is more economical than distemper colours and can be used where distemper cannot.
Let "Silkstone" prove that it's a business builder send a trial order.

We want agents in every unrepresented district.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. — WINNIPEG, CANADA

JAMIESON'S Pure Prepared Paints



are the result of over half a century of concentrated effort along one line,—the production of a high quality paint.

Every can is a witness to our success.

R. C. Jamieson & Co., LIMITED

Montreal Vancouver

Established 1858

Owning and operating P. D. Dods & Co., Ltd.

11

IRONING BOARDS.

Size 12x60 ins., per doz.	5 75
Size 14x60 ins., per doz.	6 25
Folding, 12x60 ins., per doz.	15 00

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 25
3 sections, 5 ft., doz.	5 50
3 sections, 6 ft., doz.	7 25

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	12 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.50
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 40
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 13
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ¼ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00
Pure Putty, 70c hd advance.		

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8¼
Black Oil, Summer	12¼	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24¼
Motor Gasoline, in drums	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	59	55
Linseed Oil, 3 to 5 bbls.	58	54
Linseed Oil, 6 to 9 bbls.	57	53
Linseed Oil, boiled—single bbls.	62	58
3 to 5 bbls.	61	57
6 to 9 bbls.	60	56
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1 "	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
R.H. Ltd. "Gold Medal," cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 00
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅝ and smaller, 60; 7-16 and larger, 50; machine, ⅝ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M," cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 55 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $9.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ THE REPORT

OF

MILTON HERSEY CO., Limited

Canada's Most Noted Chemists

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., Limited
Chemists—Engineers—Inspectors

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.

International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The vehicle consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water** at **ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint** is **composed** of **pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

THERE'S MONEY IN THE RIGHT PAINT



If you stock a complete line of **Ramsay's Paints and Varnishes** there's no danger of a customer going to "the other store" because you couldn't fill the bill.

Furthermore, that customer will be **satisfied.** Time and climate won't alter his first good impression of the paint you sold him because Ramsay's Paints have stood the test since 1842, and have built up a reputation for right down durability and unfading qualities in spite of our strenuous weather conditions.

Ramsay's paints sell themselves—stock them, there's money in it for you.

A. Ramsay & Son Co.

MONTREAL

Paint Makers Since '42

Avoid Complaints By Selling STERLING PREPARED PAINTS

Make sure, that customer will come in again, to **you**, when he wants more paint. Make sure he'll remember the quality of the last lot he bought from you, that he'll greet you with that "give me some more paint like I got from you before." You can do it by selling him **"Sterling"** paint. It works that way. **It has the quality.** Ask some of our dealers. They know. We'll send addresses.

Canadian Oil Companies, Limited, - Toronto

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

What The Other Fellow Says:

Melville :: Sask.

Replying to your enquiry as to my success in handling Sherwin-Williams goods and what I think of your proposition as a trade-getter.

When commencing business in Melville I secured the agency for Sherwin-Williams' line, considering in doing so that I was getting good goods backed up by good advertising.

Five years' experience with the line has proved both these facts to be true, and each year I have had a substantial increase in my paint department.

It is my opinion that the Sherwin-Williams Co. have the best proposition on the market for the retail merchant, and anyone who will take advantage of the helps you offer cannot help but increase his business in the sales of paints and varnishes.

Satisfied customers are one of the most important objects in business, and I must say that users of your goods are always well satisfied.

Yours truly,

Wm. Anderson



Float designed and built by W. Anderson

WALTER H. COTTINGHAM, PRESIDENT
C. C. BALLANTYNE, VICE PRES'T & MAN'G DIRECTOR

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, LONDON, ENG.

907 CENTRE STREET
MONTREAL

Dear Sir:—

We want to interest you in the Sherwin-Williams' Agency.

This means more than simply the carrying of a stock of S-W paints, varnishes, stains, enamels, etc., on your shelves.

It means that you will give your customers the very best quality of paint and varnish products, the kind that will give them satisfaction and bring them back to you again for more.

It means that you will have an up-to-date and aggressive sales organization to help you go out after business, and a complete and effective system of advertising at your disposal.

It is impossible to give you a proper understanding of the bigness and value of the Sherwin-Williams' Agency Proposition in a brief letter. We can tell you more in our book, "How to Make Money in the Paint and Varnish Business," which we will send to you upon request.—We can give you a still better idea by instructing one of our Representatives to call upon you. Our doing so will put you under no obligation to buy, but will simply be a courtesy extended to us.

Yours very truly,

THE SHERWIN-WILLIAMS CO.
of Canada, Limited

Elmira :: Ontario

You are no doubt aware we were one of the first firms in Ontario to handle Sherwin-Williams' Paints. In all these years we must say we have had very little cause to complain, as the paints have always given us excellent satisfaction. Since moving our paint stock to the front of the store our sales have materially increased. The paint business this year has been very good and we expect by the end of the season to have overlapped any previous year in sales. We trust that the relationship which has existed between us in all these years will continue and that we may be boosters for S.W.P. in the future.

Yours truly,

M. Weichel & Son,

Per J. S. W.

Maple Creek :: Sask.

We have been in business in the West for the past thirty years, during which time we have handled the Sherwin-Williams Paint for a period of five or six years.

The return of customers for goods after they have once purchased shows us that the quality is all that can be desired, which is more than satisfactory to us, as to give the customer the highest quality has been our ambition during our thirty years' business.

We find that your system of advertising is a great help to our business in general, and your attention to the requirements of the public will insure an increase to your business, as already shown in past years.

Yours truly

Dixon Bros.

New Era Flat Wall Coating

IS AN EXCELLENT BUSINESS BUILDER

—every sale will lead to other sales.
It is easily applied, dries without gloss, imparts a soft, rich yet subdued and altogether restful effect to the eye.

SANITARY WASHABLE DURABLE

Can be washed with soap and water, after which it will show forth all the original freshness and beauty.

Results are equally good on walls or woodwork, as in either case tones soft and refined are obtained.

Send us a trial order at once. A big demand for flat wall colors always comes with the spring season.

Write for color cards and prices.

Standard Paint & Varnish Co., Limited
WINDSOR, ONTARIO

DOUGALL

PRICE vs. COST

In the instance of **Varnish**, price is by the gallon, in the can.

Cost is by the job and by the year.

DOUGALL VARNISHES

cost the least in the long run—cost less to put on, last **longest**, and always look better than ordinary makes.

The Dougall Varnish Company, Limited
MONTREAL
Associated with the Murphy Varnish Co., U.S.A.

VARNISH

Pumps that Carry Good Will

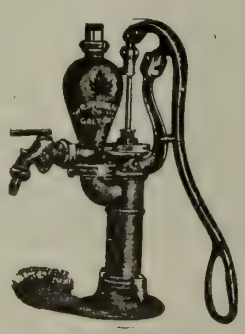
Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.

Write



The
R. McDougall Co., Limited
GALT, CANADA

FORD



An Auger Bit You Can Depend on. Fully Warranted
FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd
General Offices and Works
St. Catharines, Ontario.



A Game For Quick Action

SLOW moving propositions haven't any more place in business than they have in the realm of sport.

Action—plenty of it and quick—is what the merchant expects in every line of goods.

No dealer ever complained of a lack of action in

Glidden's Green Label Varnishes

Endurance Wood Stains **White Enamels**

J A P - A - L A C

Flat Wall Finishes **Cement Coatings**

Being **made** right, **advertised** right and **sold** right, they are the lines in greatest demand by the public. And the prosperous merchant is the one who trims his sail to public demand. Write for our dealer helps, terms, etc.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

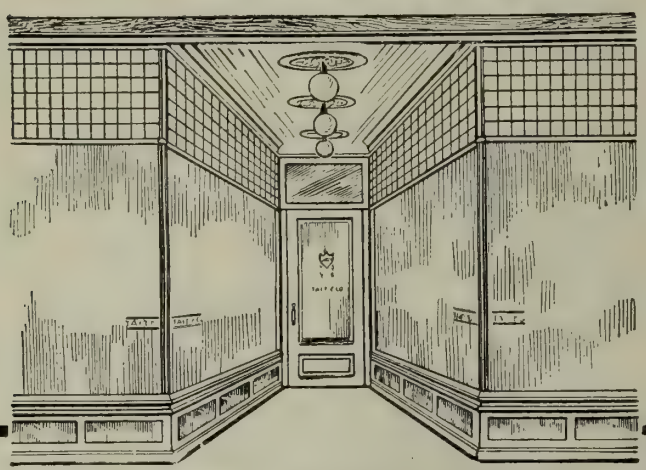
LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS



More Customers Will Enter Your Store

if your window is inviting.
Now we can't give you the display inside the window, but we *can* give you the store front display outside.
In our EASY-SET Store Front System, we believe we have perfected the most inviting and attractive kind of store front being manufactured to-day.
We build these EASY-SET Store Fronts in brass, burnished copper and combinations of brass and copper, with leaded and plate-glass.
The price of the front is low and will return interest upon the investment immediately.
Write for full particulars now. We'll send and give you an estimate without any obligation whatever upon your part.
Address:

CONSOLIDATED PLATE GLASS CO. of Canada, Limited

Phone Coll. 8000. Private Branch Exchange connecting all departments.

241 Spadina Ave., TORONTO.



HERE'S A GO!

SOMETHING TO SELL THAT SELLS ITSELF

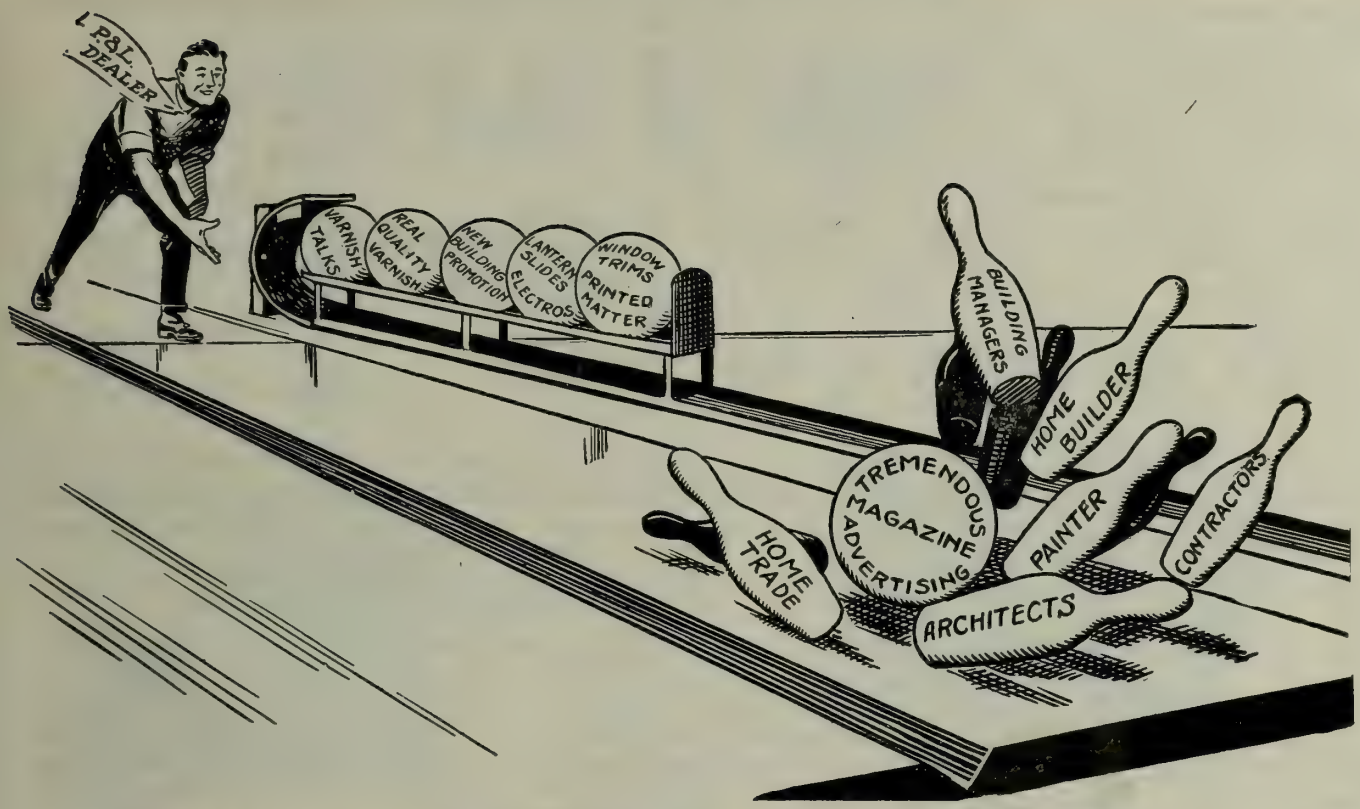
THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.
Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.
The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.



Make the Same Strikes as this Dealer

USE the same balls — make the same strikes — figure your sales and profits in the same big figures — your satisfied repeat customers in the same large numbers, as this successful Pratt & Lambert Dealer does.

Sell Pratt & Lambert Varnishes — varnishes of real quality, specified by eminent architects and made a household word by the most tremendous, consistent and effective magazine, varnish advertising campaign, linked to your store by forceful window display matter, framed panels — color cards, newspaper electros, lantern slides, etc. — everything to enable you to "cash in" on this far-reaching magazine advertising.

As a Pratt & Lambert Dealer, you have the Pratt & Lambert Advertising Department at your service, without charge. *Varnish Talks*, the Pratt & Lambert Painters' Magazine, reaches your painter customers, landing their business, for Pratt & Lambert Varnishes, for you. The Pratt & Lambert Promotion Department, puts the Pratt & Lambert Varnish Story before *everyone* who is building in your locality, by means of letters and booklets. These are only some of the details of the complete Pratt & Lambert Varnish Proposition, but they should be enough to convince you that it is the one varnish selling proposition with real selling punch behind it.

Write For Complete Pratt & Lambert Dealers' Proposition Now.

Pratt & Lambert-Inc., 24 Courtwright St., Bridgeburg, Ontario.

Pratt & Lambert Varnish Proposition

Quality Sales Profits Repeats...

Factories: Bridgeburg, Ontario New York Buffalo Chicago London Paris Hamburg

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

THE QUALITY LINE OF NIPPERS AND PLIERS

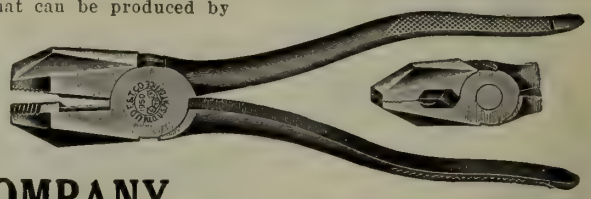
TRADE U TI CA REG. U. S. MARK PAT. OFFICE

are of the highest standard of quality that can be produced by human agencies.

UTICA PLIERS fit the hand in its natural grasping position and they are finished in a finish that fits the eye as the handle does hand. That's why there's a demand. Can you supply it?

EVERY UTICA PLIER IS **GUARANTEED.**

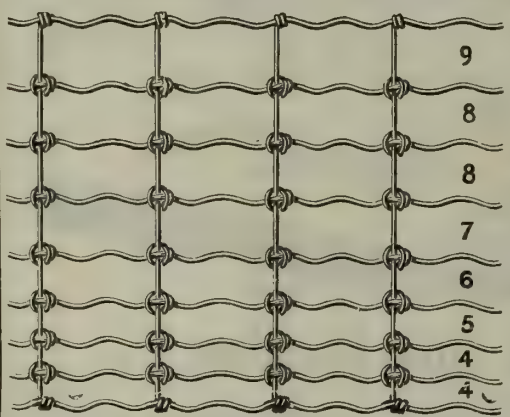
May we send a catalog to you? A post card will bring it.



UTICA DROP FORGE & TOOL COMPANY

UTICA, N.Y., U.S.A.

"The Memories of Quality Lingers"



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



One of the Androck line

One Of The Most Useful And Best Selling Kitchen Conveniences On The Market

Removes scraps and grease from table and kitchenware without scratching it or soiling the fingers
Made of white rubber specially compounded to resist acids and grease, and retains its softness.
Black enamel wood handle.
One dozen on attractive display card, as shown, or one dozen in box, packed in separate envelopes, as you desire.
You will benefit by giving them a place on your notion counter.
Have you asked for your copy of catalog No. 4, just off the press?

Andrews Wire Works of Canada, Ltd.

WATFORD, ONT.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



OF course we know that you're asked to stock many different kinds of paint brushes in the course of a year. And we appreciate the difficulty you must have in making your selection. But when you buy "Meakins" Brushes we feel sure that you are getting quality second to none on the market.

And it's this quality in Meakins Brushes that makes so many satisfied users. It's this quality that gives them confidence in you that brings them back when they want not only more brushes, but anything else that you handle.

We guarantee to do our part and keep the quality up in our products. If you only do your part and stock them, you're in for a big boost in business.

We've a catalog waiting to be mailed to you. Write for it.

Meakins & Sons, Limited

Hamilton, Ontario

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606 Height 7 inches. AM 5607 Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. They sell well and make satisfied customers everywhere.



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

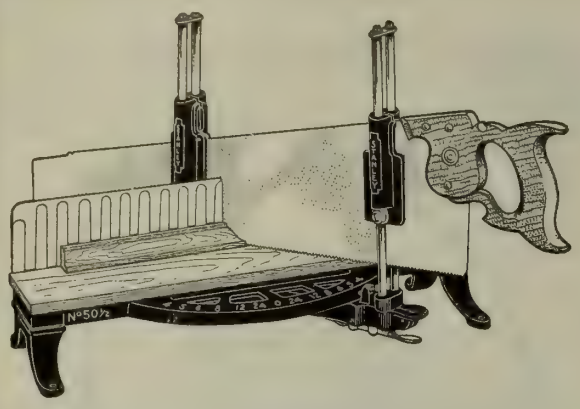
Our catalog contains our complete line of quick selling brass ware.

Every aggressive dealer should write for it at once so as to look over our goods carefully before placing Christmas order.

Drop us a card now.

Chadwick Brass Co., Limited

HAMILTON, ONTARIO



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the base and the back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw Guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at moderate price.

No. 50½	List Price each $5.50
No. 60½ with 20 in. Back Saw	" " $7.50

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

HAMILTON WHIP CO.
WHIPS & WHIPS
HAMILTON, CANADA.
EFFECTIVE—ECONOMIC.
(Trade Mark Registered)

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HAMILTON WHIPS are carefully tested before leaving the factory and are guaranteed to give satisfaction.

Send for particulars regarding our sample assortment.

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The Quality and Design of **D. PERES BARREL BRAND CUTLERY**

please the buyer to such an extent that you get many re-orders.

The sooner you sell these goods the sooner you will get that "better profit" by increasing the turnover of your business.

Buy none but those with the Barrel Trade Mark and your interests are safeguarded. **Trial Order?**

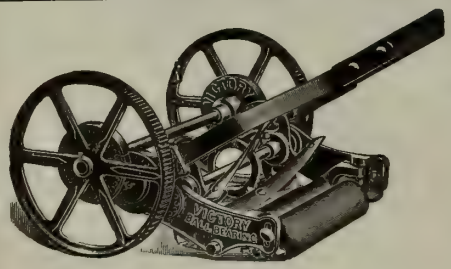
Razors, Pocket Knives and Scissors.



Canadian Agents: GREEFF-BREDT & CO., TORONTO

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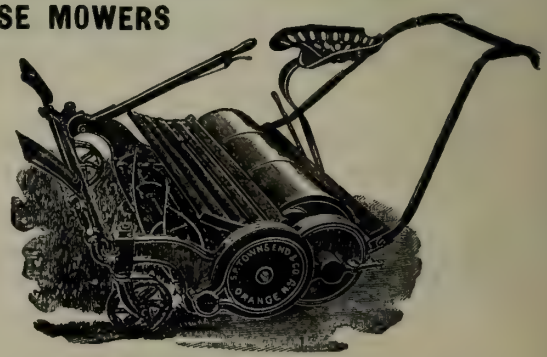


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HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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S. P. Townsend & Co.

ORANGE, N. J.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

STANDARD CHAIN COMPANY



COIL., RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents· ALEXANDER GIBB, St. Nicholas Building, MONTREAL

At the Tomb of Yesterday's Opinions

¶ The first ship that crossed the ocean propelled by steam carried as a part of its cargo several hundred volumes of a book written by a "learned scholar," "proving" the physical impossibility of navigation by steam power.

¶ When Peter Cooper, the great inventor, raced his first locomotive with a stage-coach drawn by two white horses and was defeated, people who feared that the locomotive would mean the passing of the horse returned home again to the quiet of the farm and the peace of agricultural pursuits.—Thus does the world move.

¶ We stand at a new point in time—the dawn of a New Age of Thought is flushing the sky. Man has solved the riddle of the Universe; it is Energy. There is nothing in the Universe but this one mysterious substance and life itself is nothing more than transformed sunlight.

¶ Man has solved the riddle of Energy because he has found a way to harness and apply it. Since Ben Franklin sent his kite into the sky and made peace with the lightning's flash, the world has moved forward at a pace which even those who have played the biggest part in this advancement really do not comprehend.

¶ While a certain contingent of the "old school," which insists on running a flower garden in winter and cutting ice in summer, sits about idly on boxes talking of the folly of the airship and, how, "if it had been intended that man should fly he would have been provided with a pair of wings,"—an aviator sails down over New York City from St. Louis, circles the Singer Building a few times, across the Hudson—and out of sight against the eastern sky.

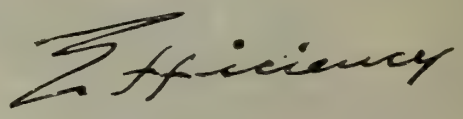
¶ We stand at the tomb of the old way of doing things—the world is beautified in degree as we make it so. The thing we elect to do reflects the spirit of the man who plays the game. The spirit of the man who conducts a business is seen in every advertisement, in every sale, in every display of merchandise, and most of all, in the class of customers that patronizes his place of business.

¶ "Power gravitates to the man who knows how."—Customers rally to the store that offers the finest service in conjunction with the most dependable merchandise. The old, ossified notion that a shop was a place for the rat and the cobweb to make merry has been given an appropriate burial.

¶ To-day, the shop, the store, the plant, the factory—is a place where men do useful work; and to do useful work is the greatest happiness—and the greatest happiness is the greatest good.

¶ Nothing goes in business any more but honesty, integrity and materialized truth. The drunken poet who rhymed verses and reveled in wine has been succeeded by the man who builds temples to truth and beauty, who paves streets, lights cities, builds parks, constructs bridges, plants flowers and gardens and gives employment to the sons and daughters of men.

¶ Old methods of doing things in every craft, profession and business have been discarded and we have evolved more practical, efficient and beautiful ways. The part each of us plays in this drama is recorded for or against us here and now. You are becoming a master in your line or else you are on the high-road to the oblivion of mediocrity.



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CHRISTMAS SPECIAL OFFER IN BATH ROOM FIXTURES

Write to-day for full particulars of an assortment to retail at $5.00. This is specially selected for the average Bathroom; and is very suitable for **Christmas Trade.**

Each set is packed in a separate box, complete with screws.

The price to you is **Very Special.**

Made in Canada by

KINZINGER, BRUCE & CO. Ltd.

NIAGARA FALLS, ONT.

Did you get your copy of the New "Bristol" Catalog?

It's free and a beauty. Shows the "BRISTOL" Steel Fishing Rods (as well as the "RAINBOW" and "LUCKIE" Rods) in clear, beautiful half-tone effect. Thirty-two pages and cover in colors, bound with silk cord. Write for a copy. For trout fishing especially, the new "BRISTOL" No. 29 Light Fly Rod has created a sensation among fishermen everywhere. Only about 5½ oz. In 8½ foot length only. Each $6.50, subject to your regular discounts.



Do you know the details of the "BRISTOL" Rod Stand Proposition? If not, send for them. And if you would like one of the 1914 "BRISTOL" ART CALENDARS, write and ask for it. It is a full-color reproduction of a painting by Philip R. Goodwin, called "The Last Struggle." Measures 16½x30 in. FREE.

HORTON MFG. CO.

170 Horton St., BRISTOL, CONN.

Something Better and Different in Self-Measuring Gasoline Pumps

It has taken years of experimenting to produce these pumps and we believe that they are the best in Canada.

Our pumps are double acting—they pump with both up and down stroke; the only pump that will do this

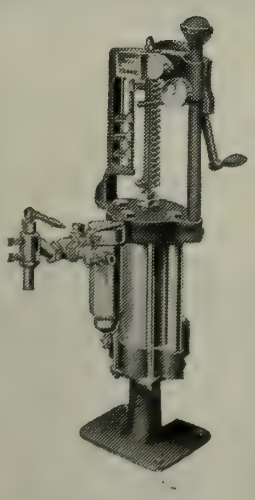
It will discharge 1 gallon with 4¼ turns of crank and will charge an automobile with gasoline in exactly one-half the time required to do it with any other self measuring pump.

Our pump has an up-stroke of 8 inches while others have 13½ inches, consequently it is the fastest and easiest working pump on the market. All the valves on this pump are accessible—you don't have to take the pump apart if anything should go wrong.

Our prices for complete outfits should interest you—they are the lowest on the market.

Sold on guarantee.

Our representative is going West early in June to establish agencies for 4 Western Provinces. We also want Distributors for Maritime Provinces. Write us.



Write for Self Measuring Pump and Tank Catalog.

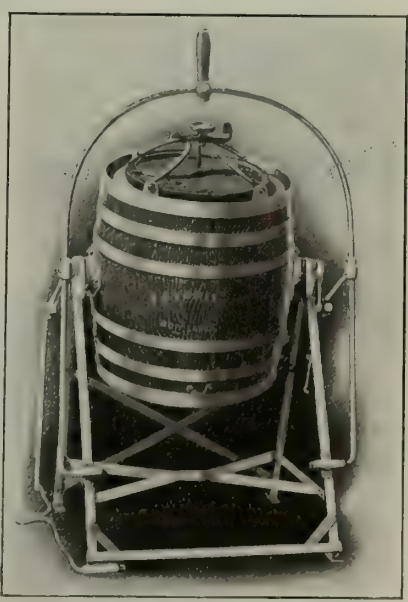
The Steel Trough & Machine Co.

Limited

TWEED, ONTARIO

MAXWELL'S "Favorite" Churn

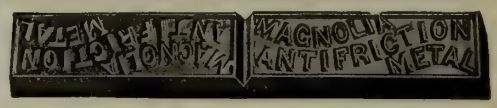
has been known and used for nearly twenty years. More "Favorites" are sold annually in Canada than all other makes combined. Barrel of best imported oak with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. A special feature is the Bow Lever Handle can be adjusted to centre, left or right, whichever is easiest for driving.



Send for Illustrated Catalogue of the easy-selling Maxwell lines.

DAVID MAXWELL & SONS, St. Mary's, Ont.

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UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

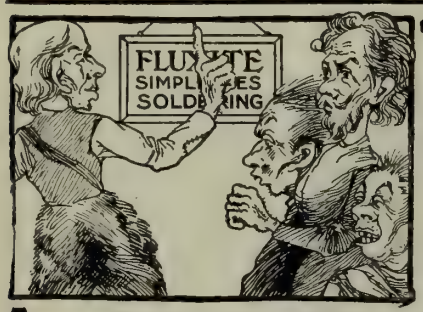
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Office and Factory 225 St. Ambroise Street, Montreal

TRADE MARK



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

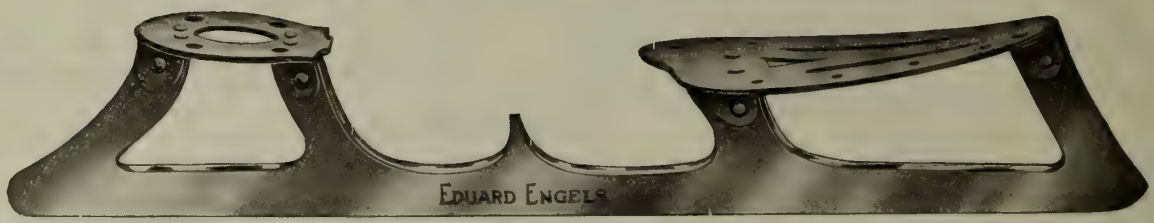
SIMPLIFIES SOLDERING

and lead jointing

Easy to use. **Easy to sell.**

It solders even dirty metals without cleaning, and does not cause corrosion.
Of the Jobbers and Factors in small and large tins. Remember it in your indents.
Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

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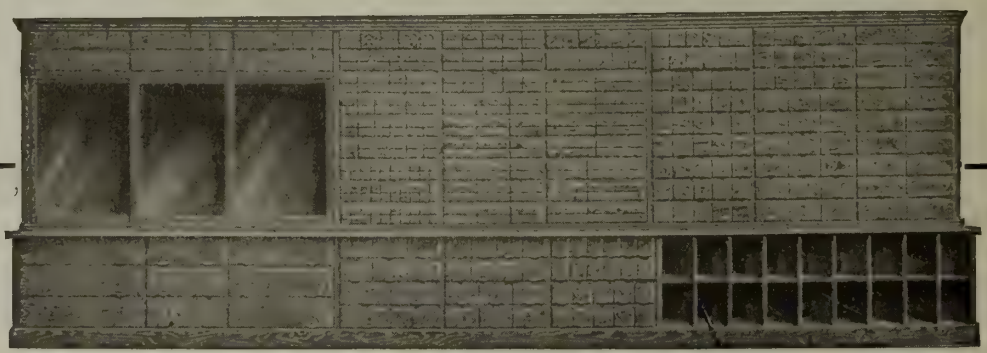
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30 FRONT ST. EAST,
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Raised Steel **Strong Riveted Brackets**

Highest Quality and Finish

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Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
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Time is the business man's most important asset, and to get the most out of a given amount of time his problem.

The many demands made upon his time makes it difficult for him to keep posted upon momentous questions and national happenings. This raises another problem—

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Of magazines there are no end,—fiction magazines, technical magazines, professional magazines, each elbowing its way to the reader's notice. Very entertaining or instructive or educative the respective classes may be, but the magazine that combines all of these qualities, that fills the requirements of a broad, high-class, periodical for the business man's library, is unique. Canada has such a publication in MacLean's Magazine.

It differs entirely from any other Magazine. Technically it should not be called a Magazine. It is a high-grade national monthly newspaper. It aims to publish the latest information from the pens of the best available writers of the Political, Social and Business development in Canada and throughout the world. It is just what is needed to fit with the business man's hobbies and keep bright the culture of his information.

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SHOT, BLOCKS, INGOTS
ALSO
ELECTROLYTIC NICKEL
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Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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NEW GLASGOW, N.S.
Manufacturers of
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THE BEST MADE
Star Brand Cotton Rope
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All Wholesale Dealers Sell Them

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¶ If it can be said of a line that it is a splendid seller, all further particulars may safely be neglected. *No line can achieve a great or lasting sales record unless it be founded upon genuine merit.*

¶ This is eminently true of Pilabrasgo Lighting Glassware. Its selling strength is a matter of trade history, which proves beyond any possible question that the *quality* is right.

¶ Pilabrasgo Lighting Glassware includes many lines and varieties, providing strongly for every form of illumination and for every method of installation.

¶ Send for our illustrated catalogs. You need them, Mr. Merchant, and *your trade needs Pilabrasgo Glassware.*

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

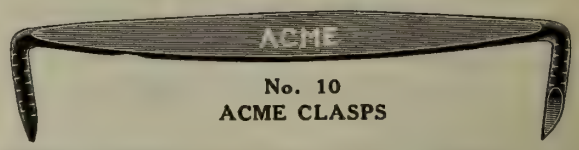
119 Wortley Road, London, Ontario.

PILABRASGO

R. E. Davis Representative

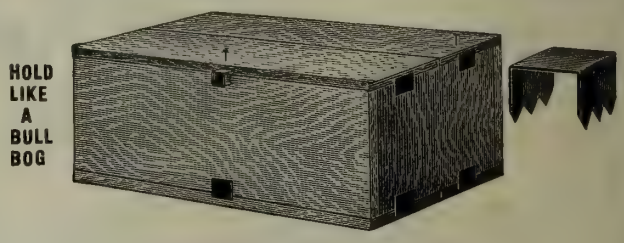
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ACME CLASPS ARE USED FOR FASTENING ON PAIL COVERS AND RE-INFORCING LIGHT CRATES. MADE OF COPPERED STEEL AND PACKED IN BOXES AND BARRELS.
ACME WATCH DOG SEALS ARE USED FOR SECURING COVERS OF CASES, ESPECIALLY WINE CASES.
MADE OF POLISHED COLD ROLLED STEEL WITH SERRATED EDGES. **"ACME" WATCH DOG SEALS**



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133 CORISTINE BLDG. - MONTREAL



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

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Tools for Manual Training Schools

It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

Robt. Sorby & Sons, Ltd. Make



and Geo.H.Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

Get Our Prices. See our Samples.

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PROMPT SHIPMENT FROM STOCK

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Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package. Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

ESTABLISHED 1849

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

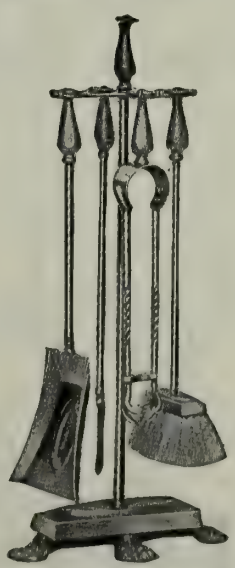
Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

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BRASS Fire Sets, Fenders, Screens, Kettles, Gongs, Etc.



You Should See Our New and Up-to Date Line of Furnishing Goods

Finish and Design our Specialty

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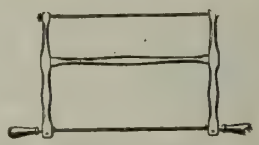
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MAY & PADMORE LTD BIRMINGHAM ENG.

MILLERS FALLS TOOLS

Have been "familiar as household words" for over forty years.



Turning Saw.

QUALITY ALWAYS

has been our policy, and on this foundation we have built up a trade as broad as the world.

OUR LINE INCLUDES

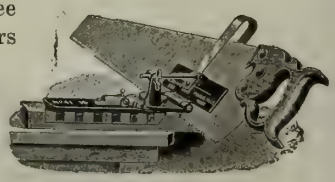
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Universal Angular Bit Stock No. 109. with Barber Improved Chuck.

Each and every one representative of the best of its class.

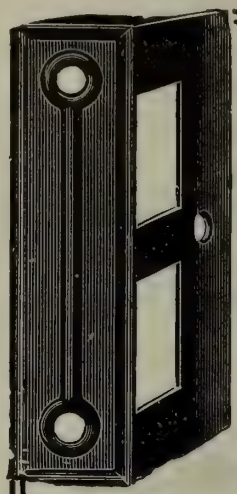
For tools worth using, see our catalog. A copy yours for the asking.



Star Mitre Box No. 41.

MILLERS FALLS COMPANY

28 Warren St., New York



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars

National Hardware Co., Ltd.

Orillia, Ontario Canada.

Easily Operated, Easy on Clothes, No Weak Parts.

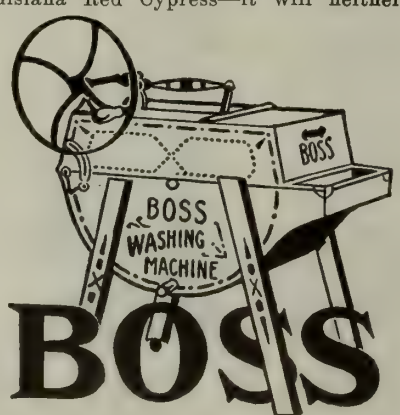
A Big Value Washer That Sells Quickly

If you are not handling the Boss Washer you are losing a good, substantial profit.

This is a washer that "makes good" everywhere. **Over a million in use.**

Made of Louisiana Red Cypress—it will neither warp or spilt.

Our line of high grade **Woodenware, Brooms, Brushes, Willow Ware,** etc., will also prove reliable and very profitable.



BOSS

Ask for catalog.

WALTER WOODS & CO.

Hamilton and Winnipeg

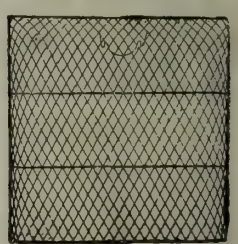
We are headquarters for

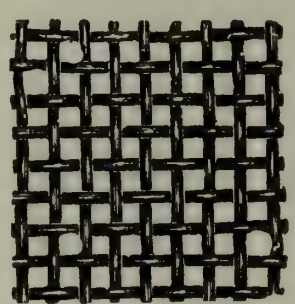
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You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list





Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.

Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.

Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.

Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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Tees & Persse, of Alberta, Ltd., Calgary, Alta.
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Canada Wire & Iron Goods Co.

HAMILTON

Those Who Know
Cane's Washboards
Always Specify Them

Because They are Right in Price and Give the Best Service

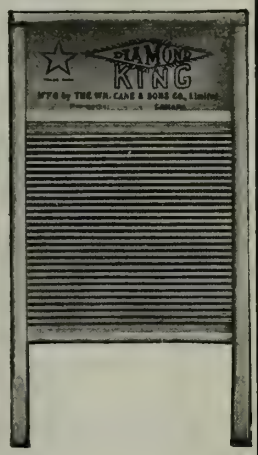
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





BUTLER'S
FAMOUS SHEFFIELD CUTLERY & PLATE

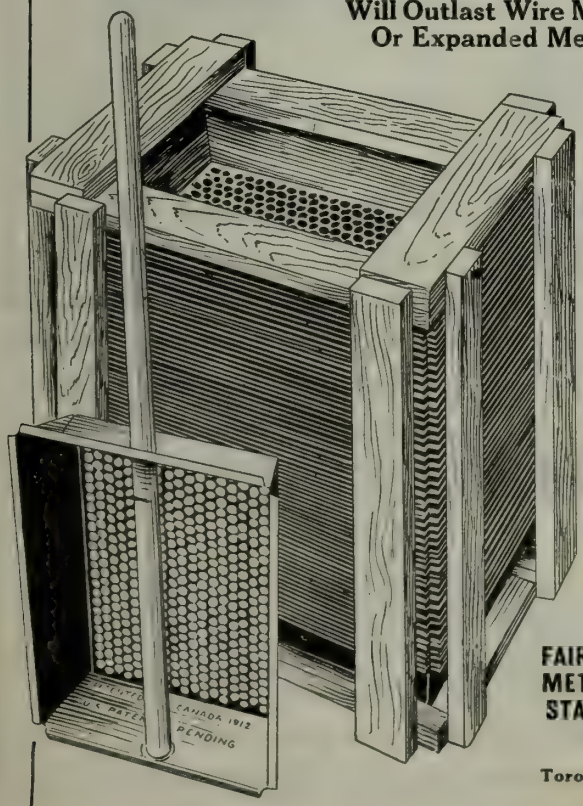


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A.D. 1681 Highest Awards — "BUTLER" A.D. 1768 — ART A.D. 1861 Special Mention

George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.

One Piece.

See your Jobber.

Good Profit.

FAIRGRIEVE METAL & STAMPING CO.

Toronto, Ont.



This Shelf-Lock Step-Ladder

although low in price, is well and strongly made. The convenient shelf, which also acts as a lock, when the ladder is in use, folds up out of the way when the ladder is closed. All metal fittings are of galvanized steel.

This ladder is primarily designed for use about the home. To the Hardwareman, it proves a good investment, its low price and general handiness making it a ready seller.

Let us send you Catalogue and Prices

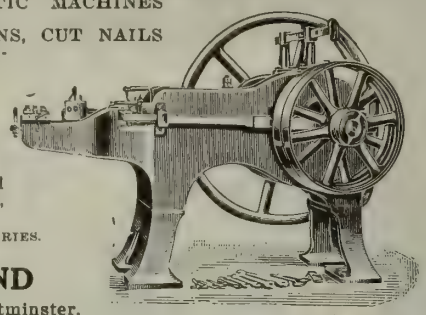
The Stratford Mfg. Co., Limited

Stratford Ontario Canada

Represented by: British Columbia—Martin, Finlayson & Mather, Ltd., Vancouver. Maritime Provinces—J. H. Hanson Tilley Co., Montreal. Quebec—Jas. S. Parkes, Montreal. Ontario—Roy E. Harris, Stratford.

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES for making:
BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS, STAPLES, WIRE NAILS, QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES, ETC.



RIVET PRESS

SEND YOUR ENQUIRIES.

ED. BRAND

96 Victoria St., Westminster, S W. London, Eng.
Late of Manchester.
Cable Ad: Wyrellous, London.
Code used—A.B.C., 5th Edition.

Samuels Dustless Ash Sifter

is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

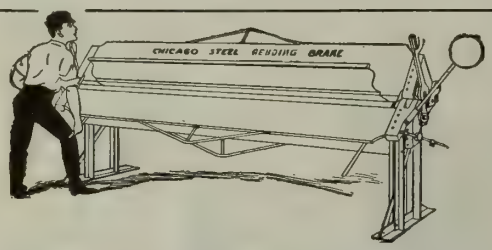
Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.



For Sale by
Rice Lewis & Son, H. S. Howland & Sons, Kennedy Hardware Co., Toronto; Starke, Seybold, Limited, Montreal.

Particulars on Request.

Manufactured only by
J. SAMUELS **TORONTO, ONT.**



CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.
Yours truly,

THE McCLARY MFG. CO. C. E. Main, Manager

The Steel Bending Brake Works Ltd., Chatham, Ont.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

ARCTIC METAL
FOR COOL BEARINGS! IT'S RELIABLE.

It costs money to right a wrong.
WHY NOT USE
ARCTIC METAL
in your bearings and have no wrong to right.
Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

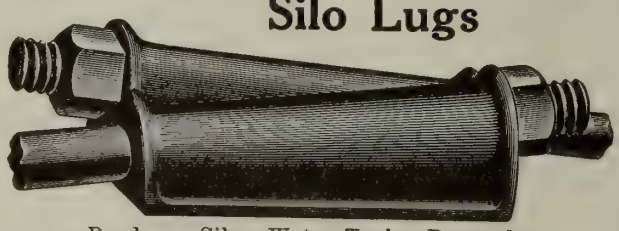
ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

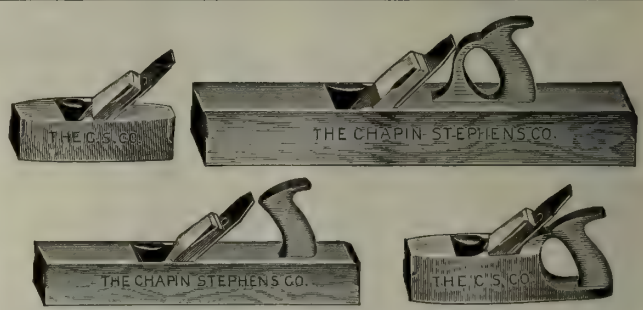
Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO



All kinds of
WOOD Planes

THE CHAPIN-STEPHENS CO., UNION FACTORY
PINE MEADOW, CONN., U.S.A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS



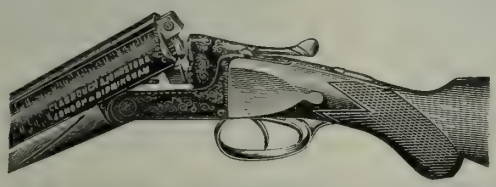
The Bear Brand is the only Germantown Lampblac

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



CLABROUGH GUNS

ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

STACEY CUTLERY CO., Ltd.

ST. THOMAS, Ont.

List on application, or representative will call

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS

LONDON, CANADA

Natural Gas Goods

of every description

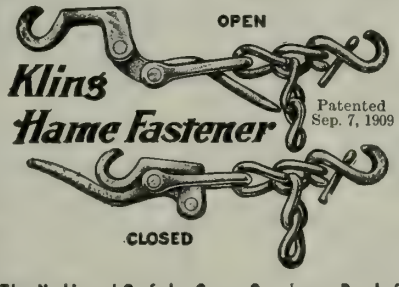
at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

No Getting Away From It!



The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.

Sole manufacturers of the Klingsnap and Kling Hame Fastener

D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.

Canadian Distributing Agents.

Jonathan Crookes & Son

Corporate Mark

Sheffield  **England**

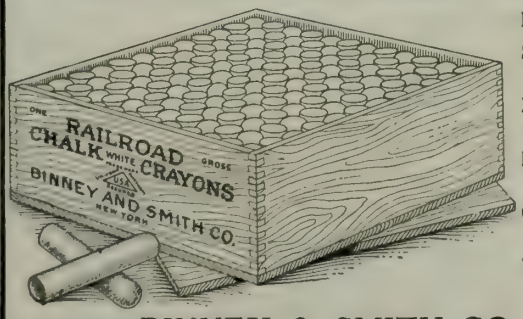
Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses

CRAYONS FOR EVERY USE



Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

81-83 Fulton Street **NEW YORK**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Quality SLEDS That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N.H., U.S.A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

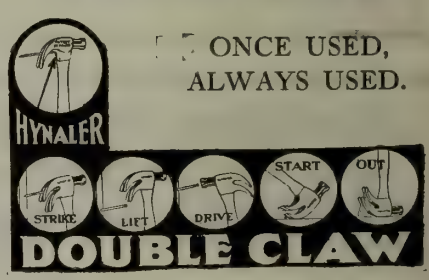
When writing advertisers, kindly mention having seen the ad. in this paper.

Coal Bags

We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

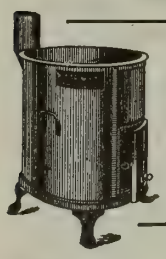
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS

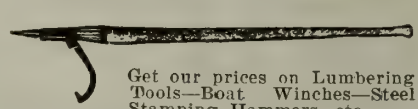


ONCE USED, ALWAYS USED.

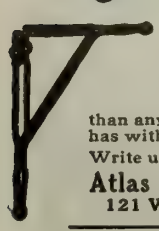
Unequalled as Nail Pullers, Fast Nailers and Life Protectors
SELF SELLERS.
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.



HARDWAREMEN
You should stock a sample of
JAMES BROS. FEED BOILERS
Made in all sizes by
James Bros., Perth, Ont.
Send for a catalogue.

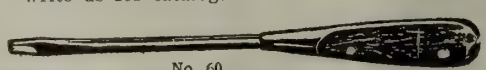


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

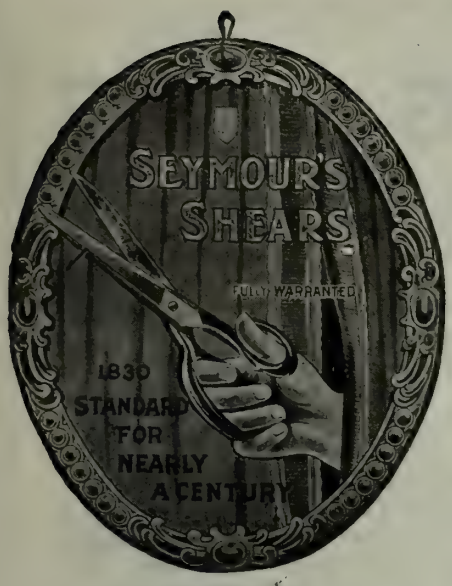


The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

The
CONDENSED AD.
PAGE
WILL INTEREST YOU

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

**Table Cutlery,
Pocket Knives,
Scissors, Razors,
Spoons and Forks**

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

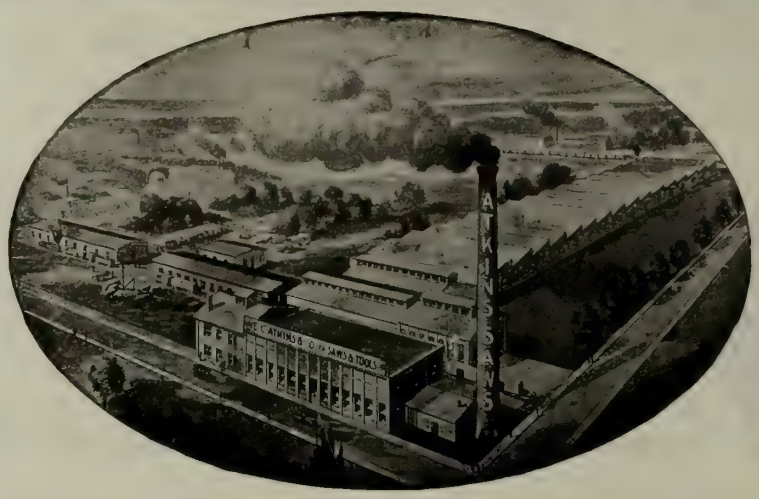
LONDON
HIGH GRADE
We have economical and correct methods of production, which means that you get bar iron that is absolutely reliable in toughness, strength and workability at the lowest prices.
The consignments you receive from time to time are the same through and through.
Carry a stock for your customers—a splendid profit awaits you. If you prefer we can ship direct from mill.

London Rolling Mills Co., Limited, London, Canada

Sales Agents, Ontario, Baines & Peckover, Toronto; Manitoba, Bissett & Loucks, Limited, Winnipeg; British Columbia, McPherson & Teetzel, Vancouver.

BAR IRON

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

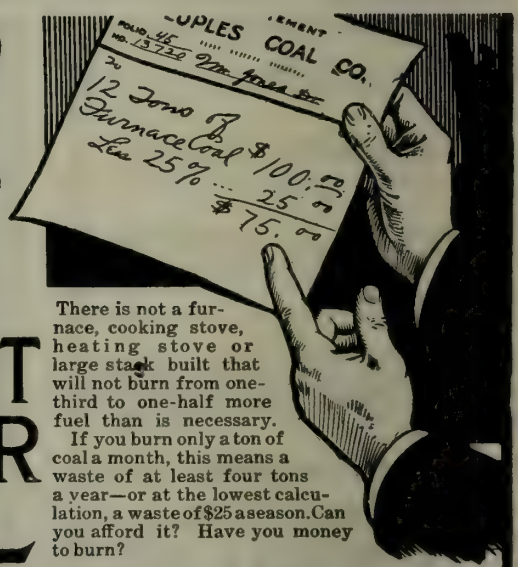
Manufacturers of

Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."

WOULD YOU ACCEPT 25% DISCOUNT ON YOUR COAL BILL?



There is not a furnace, cooking stove, heating stove or large stack built that will not burn from one-third to one-half more fuel than is necessary.

If you burn only a ton of coal a month, this means a waste of at least four tons a year—or at the lowest calculation, a waste of $25 a season. Can you afford it? Have you money to burn?

Arnold Damper

Automatic

effects an average **saving of 1-3 in coal bills**--gives relief from constant attention to your fire—prolongs the life of your stove, furnace or heating plant and gives a guarantee of uniform heat. Eliminates every chance of fires from defective flues; easily adjusted; all sizes to fit any pipe.



Sold under a binding guarantee to save at least 25% of your coal bill or money refunded after 60 days trial.

Sold exclusively through dealers by:

W. H. THORNE & CO., LTD., St. John, in Maritime Provinces.
MARSHALL-WELLS CO., LTD., Winnipeg, in Western Canada.
LEWIS BROS., LTD., Montreal, in Quebec and Eastern Ontario.
WOOD-VALLANCE & CO., Hamilton, in Western Ontario.

FRANCO

A profitable line for the Hardware Dealer

"FRANCO"

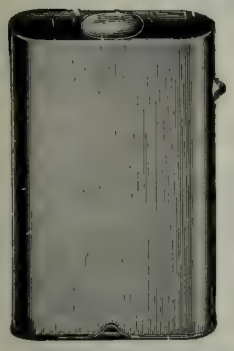
FLASHLIGHTS

Sold by all leading Wholesale Hardware Houses

Place an order with your Jobber.

CANADIAN CARBON COMPANY OF WINNIPEG, LIMITED

Western Representatives WINNIPEG, MAN.



No. 3423—Nickel, 2 cell.
No. 3426—Nickel, 3 cell.
No. 3425—Nickel, 2 cell.
No. 3429—Nickel, 3 cell.
No. 4730—Leatherette.

FRANCO



No. 6781—Tubular Fibre, size 1¼ x 5
No. 6784—Tubular Fibre, size 1½ x 6½
No. 6786—Tubular Fibre, size 1½ x 8½
No. 6793 — Leatherette, size 1½ x 6½
No. 6794 — Leatherette, size 1½ x 8½

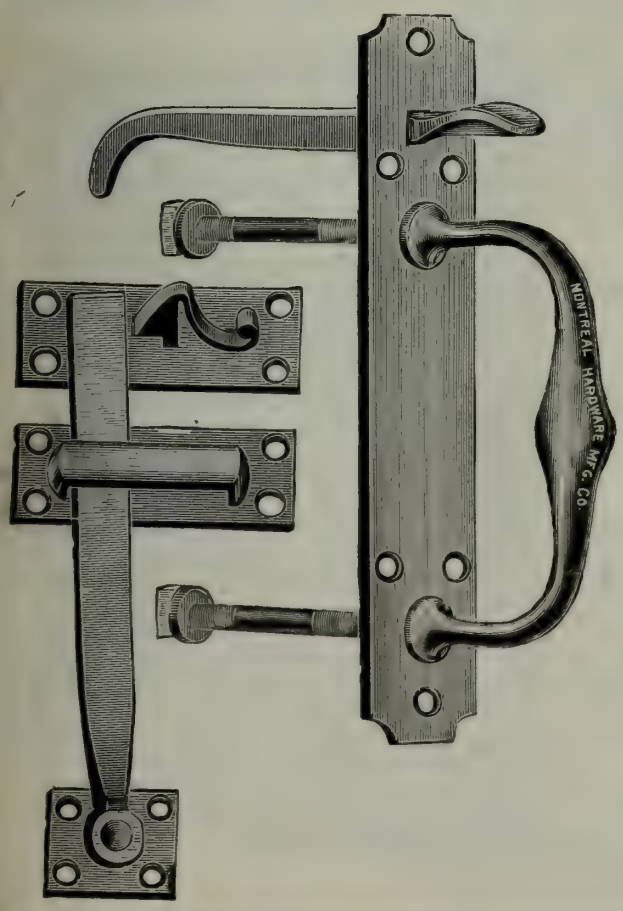


No. 6788—Miners Fibre, size 1½ x 6½
No. 6789—Miners Fibre, size 1½ x 8½

TWO CENTS PER WORD

with a Want Ad. in this paper.

You can talk across the continent for two cents per word



If you aim to give your customers the best, M. H. Goods should be on your shelves.

For durability and finish there is no line calculated to give as good satisfaction.

The uniform quality and reputation for satisfaction has made this line a popular one.

Send for catalog to-day.

Montreal Hardware Mfg. Co.

Limited

MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—CLEAN HARDWARE STOCK of $12,000, with good annual turnover, in modern western city of 15,000 population. Important railway and jobbing centre for rich farming and stock country. Large industrial pay roll semi-monthly. Big development for city assured. Other interests demand owner's attention. Must close at once. Terms part cash, balance secured. Box 49, Hardware & Metal, Toronto.

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

HARDWARE STOCK, STOVES AND TINware; a great opportunity; thirty thousand turnover; no dead stock; about eight thousand stock. Must be sold at once. Box 45, Hardware and Metal, Toronto. (31tf)

FOR SALE — A WELL ESTABLISHED hardware and furniture business in Saskatchewan. This is an excellent opportunity to secure a good, profitable business. Good reason for selling. Address Box 59, Hardware & Metal, Toronto. (46)

SITUATION WANTED

WANTED—A POSITION IN A HARDWARE store by young man wishing to learn the business. Address Box 173, Clinton, Ont. (49) Hardware & Metal, Toronto. (46)

WANTED

HARDWARE TRAVELLING SALESMAN wanted by an English house for the district between Montreal and Quebec on the North Shore; also for the Beauce County. Must speak and write French and English fluently. Salesmen with connection preferred. Box 58,

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—TO REPRESENT HARDWARE jobber or manufacturer in southwestern Ontario by competent hardware man of broad experience and highest credentials. Box 54, Hardware & Metal, Toronto. (47)

WANTED — $8,000 HARDWARE STOCK IN live town in Western Canada. Apply Box 56, Hardware & Metal, Toronto. (47)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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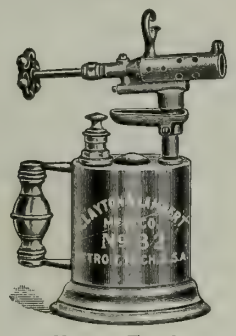
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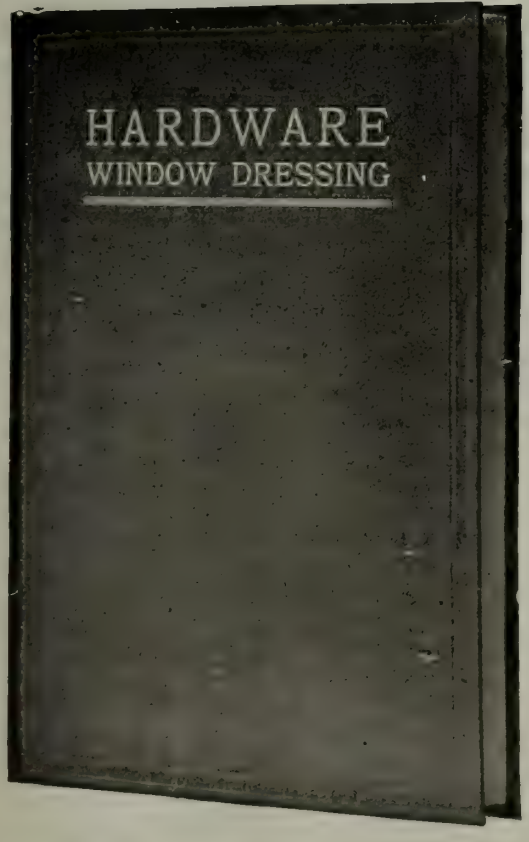
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
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Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
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Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
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Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

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Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
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Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
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Simmons Hardware Co., St. Louis.
Standard Paint & Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
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Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
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Paste.
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Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

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Simmonds Hardware Co., St. Louis.

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Brantford Oven & Rack Co., Brantford.

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John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
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F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

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Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
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Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmonds Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

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Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

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International Color & Chemical Co., Bridgeburg.

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Register, Cash, Credit.
Dominion Register Co., Toronto.

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Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

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Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
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Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
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Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

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Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

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B. Greening Wire Co., Ltd, Hamilton.

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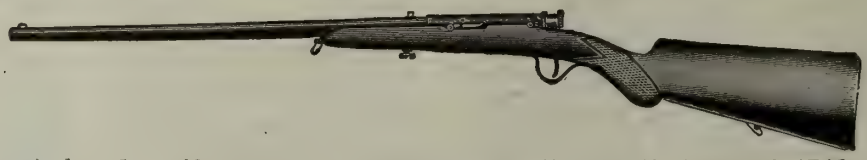
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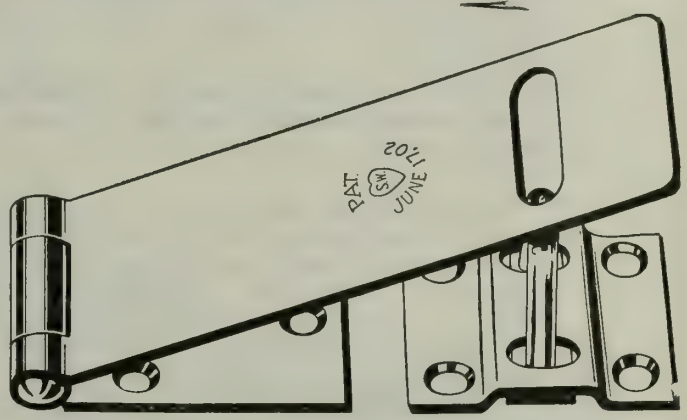
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It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

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All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

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Steel Co. of Canada, Ltd., Hamilton.

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Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

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Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
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Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
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Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe & Tool Co., Springfield, Mass.

Do You Know Where Is

KHAIRATABAD?

It is from this place, which is in India in the Province of Hyderabad, Deccan, that RAIS JUNG writes to Messrs. Lyon & Lyon, Calcutta, as follows: "The 280 (Ross) proved most successful. A large bull bison made his appearance on a hill at about 150 yards. My first shot was rather a difficult one and only wounded the bull very slightly. The next hit him behind the shoulder and knocked him completely off his legs, and the third shot, in the neck, killed him. The bullet I used was the 140 gr. copper pointed.

"On another occasion I wounded a bull bison with the Explora and he got away to a hill about 600 yards away without giving me a good shot at him, owing to the jungle being extremely dense. Luckily, I happened to have my Ross with me and put two bullets into him as he got to the top of the hill and knocked him over. The range was certainly nothing under 600 yards.

"This speaks very well for the flat trajectory of the rifle. Had I not had the Ross Rifle I should certainly have lost the bison as it was getting very late and it would have been too dark to follow him for any distance."

Messrs. Lyon & Lyon, Calcutta, are very prominent sporting goods dealers and sell a large number of Ross 280 High Velocity and much of our special ammunition with copper tube bullet, patented. Sportsmen in India accepted this "Ross" combination, as the best for big game, when in Canada it was as yet scarcely used. No dealer who wants to sell the best can afford to be without "Ross" Rifles.

Discounts on Application.

Ross Rifle Company, - Quebec



COUNTER CABINET STYLE—CLOSED.

The "BARR" IS THE BEST

BAR NONE

Not a mere coincidence of words, but facts which we would gladly prove.

The "Barr" Account Register

Is built in two styles from 100 accounts and up—requires less space.

Account registers, like motor cars, are susceptible to improvement; the "Barr" is absolutely the latest on the market, hence the most improved—quickest to operate—the most convenient.

Saves overtime bookkeeping—Provides a complete statement to every customer every time—Stops mistakes and losses from bad accounts—Increases collections and profits.

WRITE TO-DAY WITHOUT OBLIGATION FOR MORE INFORMATION TO

BARR REGISTERS, LIMITED

TRENTON, ONTARIO

SPECIAL NOTICE.

The Barr Register is a bona fide Canadian invention, fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary. We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.

Signed: BARR REGISTERS, LIMITED.

Our Thirty-Five Years' Experience

Over $5,000,000 worth of mixed metals is what we market every year.

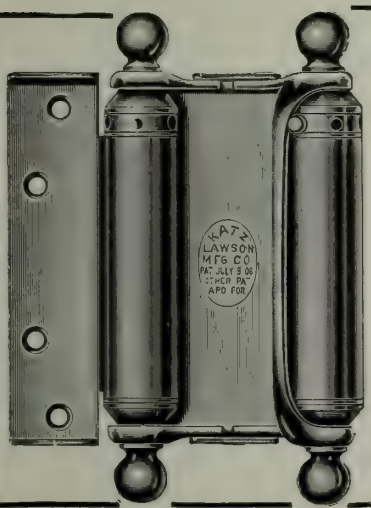
in the selection and compounding of stock enables us, in this babbitt, to offer the best Metal that brains and experience can produce.

Our Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin, Antimony are of the same good quality.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y., London, Eng., St. Louis, Mo.





TRADE MARK "KATZ"

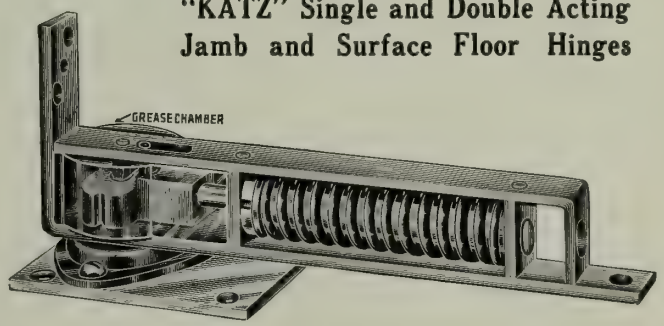
Reg. U. S. Pat. Office

Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.
CHICAGO
215 W. Huron St.
New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

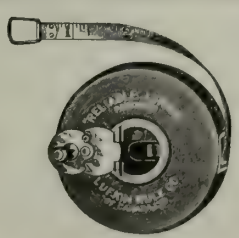
GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

It is a great attainment in this day of enterprise and competition to be the representative house in the manufacture of any line of goods.



It means not merely that the goods produced are the best of their kind, but that they have been consistently advertised and are widely and favorably known.

LUFKIN RULES and MEASURING TAPES

HAVE FOR YEARS BEEN LEADERS OF THE FIELD

Because they have ever been found accurate, durable and reliable, and are Canadian made, they have always sold well. Get a Catalogue.

THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT.

"High Standard Sam"-Says-



"I can mix good paint—but I use Lowe Brothers—They can good mixed paint."

There's not a kick in a thousand cans of "High Standard" Paint. It is made right, from time-tested formulas. You'll find satisfaction and profit in handling goods that make good on the job.
Write for details of our agency proposition to readers of Hardware and Metal.

The High Standard Trade Mark

"Your Protection"

Lowe Brothers LIMITED

Lyon-Monkhouse Winnipeg

TORONTO

Johnson Paint & Varnish Co. Vancouver

Christmas Trade Number

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 47

November 22, 1913

A thousand papers contain these advertisements

FROM one end of Canada to the other, the public is being educated by our advertising, to the use of Cement. Our advertisements are being read by millions of people—for there is scarcely a newspaper or magazine in Canada but carries the story of concrete.

You cannot afford to ignore an advertising campaign so powerful as this—it is making profits and satisfied customers for every dealer who handles

Canada Portland Cement

The people of Canada have been prompt in their response—quick to grasp the importance of our message—quick to appreciate the advantages of concrete— quick to learn of the high quality of Canada Cement—the evidence is found in a demand for Canada Cement that is growing by leaps and bounds. And in this big business, our dealers have profited with us. Our advertising has made Canada Cement as necessary a staple as your stock of nails. The demand is big, steady and rapidly growing. The profit is good; the cost of handling, small.

Add the power of your **personal** salesmanship to the mighty force of our **printed** salesmanship—and you'll surely share in this big newly-created business.

If you do not carry Canada Cement write our nearest sales office to-day for quotations and terms.

CANADA CEMENT COMPANY LIMITED

Head Office—MONTREAL

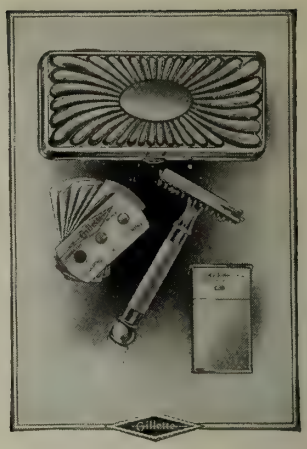
Sales Offices at Montreal, Toronto, Calgary, Winnipeg



Push the Gillette for Christmas



No. 501—Pocket Edition
Basket Pattern—Sells at $5.00



No. 502—Pocket Edition
Shell Pattern—Sells at $5.00

Make the most of your opportunities for Christmas sales of Gillettes by showing a comprehensive assortment like this:—

1—No. 501—Pocket Edition, Basket Pattern, Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 502—Pocket Edition, Shell Pattern, Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 460—Standard Set, Seal Grain, Leather Case, Triple Silver Plated Razor. To sell at $5.00

1—No. 460B—Standard Set, Nickel Plated Metal Case, Triple Silver Plated Razor. To sell at... $5.00

1—No. 00—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Seal Grain Leather Case. To sell at $7.50

1—No. 461—Combination Set (Triple Silver Plated Razor, 12 Blades, Badger Hair Shaving Brush and Stick Gillette Shaving Soap) in Morocco Grain Leather Case. To sell at $6.50

1—Carton containing 10 Sets of 12 Blades, to sell, per set, at $1.00

1—Carton containing 20 Sets of 6 Blades, to sell, per set, at..... ..... $ .50



No. 460—Standard Set.
Leather Case—Sells at $5.00.



No. 460B—Standard Set.
Metal Case—"Indestructible."
Sells at $5.00.

With a representative of each Gillette type on display, and our folder listing the variations in finish of razors and cases, you can give customers a clear idea of any of our three dozen and more styles. Should they select Sets you haven't in stock, write or wire your order and we will make a point of filling it **at once.**



No. 00—Combination Set.
Leather Case—Sells at $7.50.

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
The New Gillette Building, Montreal



No. 461—Combination Set.
Leather Case—Sells at $6.50.

It will pull profits for you.



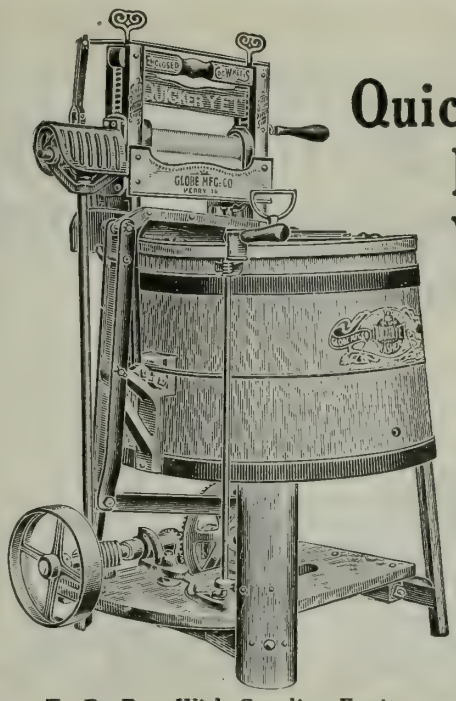
Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.



The Quicker Yet Power Washer

RUNS EASY
SELLS EASY

Write us or our Western Representatives about this machine

To Be Run With Gasoline Engine

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:

MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

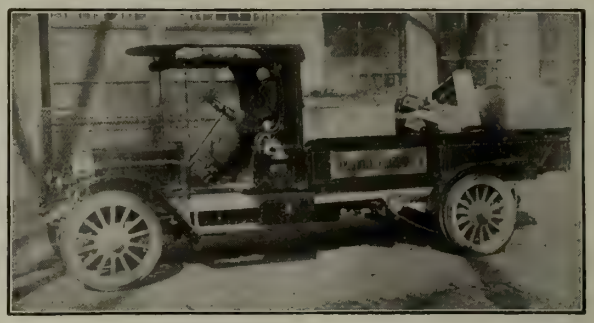
Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

S.M.P. Royal Nickel Plated Tea Kettles

Made of Finest Sheet Copper, Heavily Nickeled

Bodies and Bottoms stamped in one piece.



Pit Bottoms.

Prices on Application.



Flat Bottoms.

Spouts Double Seamed to body with handle stops on ears.

Nos. 7 8 9 Nos. 50 60 70 80 90

Each Kettle is packed separately in a cardboard box.

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

HIGH-CLASS TOOLS

The measure of your success is governed by the class of goods you have to sell, for there is something in the appearance of a well-made tool which carries to the mind a conviction of its efficiency. *That is "Selling Force," while the actual working qualities keep it sold.*

Particularly true is this of the **Disston Saws and Tools,** and in calling special attention to the



Disston PLUMBS and LEVELS

you will find they stand in a class apart from others in regard to Quality of Material, Workmanship, Efficiency and Beauty of Finish.

The simplicity of the adjustment feature is one which will appeal to all users. Operated by double jamb-screws, easily accessible, the adjusting requires but a moment's time, is firm and secure, there being no spring tension to get out of order, nor can the screws rust in position.

The stocks are made of selected lumber, long and well-seasoned. All brass ends are of solid drop-forged metal, not hollow castings.

"DISSTON"
is a guarantee of
QUALITY

SOLD FOR NEARLY 50 YEARS

Look them up
It will pay you

We are headquarters for Disston goods

LEWIS BROS., LIMITED

TORONTO **MONTREAL** **OTTAWA**

The
STEEL COMPANY OF CANADA LIMITED
Hamilton

WOOD SCREWS



Bright Brass Bronze

Blued, Brassed, Bronzed, Nickel Plated,
Silver Plated, Tinned, Coppered,
and Japanned.

DRIVE SCREWS.



Prompt Shipments

assured from our complete stock which
we now have.

We solicit your RUSH ORDERS.

SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

WET PAINT

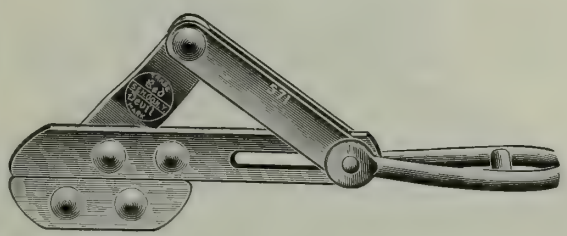
One of the traits of human nature is to doubt. Display a sign—*"Wet Paint"* and nine people out of ten will touch the surface to see if the sign reads true.

However, the finish, shape and general appearance of a **Red Devil** tool leaves no question in your customer's mind as to its *QUALITY*—The dependability and long life of **Red Devil** tools, will prove that our claims also read true.

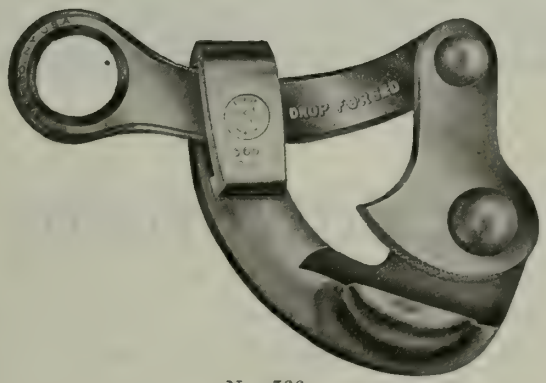
A Selection from the Red Devil Line for Present Needs



No. 253.



No. 271—All Sizes.



No. 566.



No. 3050.

Your Rush Orders For The Above Can Be Filled Immediately

Smith Hardware Co., Limited

MONTREAL

a thought for manufacturers and jobbers of hardware

If nine-tenths of the hardwaremen in Canada were assembled in Massey Hall, what would you give for the privilege of standing on the platform and telling them about the merits of your proposition?

here is our offer to you:

We offer you practically this same privilege in the advertising pages of Hardware and Metal. For nine-tenths of the retail hardware dealers in all the Provinces of the Dominion are paid subscribers to Hardware and Metal. And they read it every week, because it helps them to make more money.

write us for advertising rates

HARDWARE & METAL

Canada's Only Weekly Hardware Paper

MONTREAL TORONTO WINNIPEG

The Tools That are Sellers

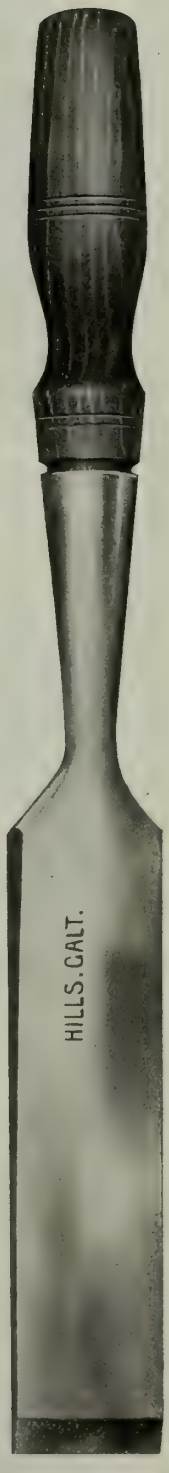


Axes, Chisels, Hammers, Adzes, Lumbering Tools, Etc.

Highest Grade Material



First Class Workmanship



We use the **Best English Steel** suitable for each tool, and we employ men of long experience. Any tools that prove defective in material or workmanship will be replaced free of charge. **You should see our complete line — ask for catalog.**

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

Ready at all Times

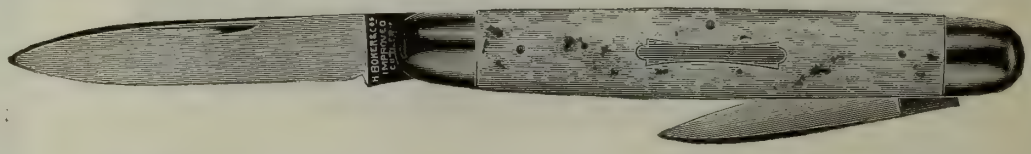
The Hatch Trolley Hanger never fails. There is no jamming or running off the track. The action is smooth and uniform, as the rollers run on roller bearings which are specially made and hardened just to insure this "easy action."



Hatch Trolley Hanger.

Canada Steel Goods Company, Ltd., Hamilton, Ont.

Most Up-to-date Hardware Stores Sell
H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

Curling Stones

That Serve To The Greatest Satisfaction

You will raise the standard and the profits of your Curling Stone business if you handle our "Kay's Excelsior" Curling Stones.
They are ready for use, well shaped, true running and finely finished.
"Kay's Excelsior" Curling Stones are used by the best Curlers.
By selling these Stones this Winter, your sales will increase because those who do much Curling recognize their superiority when they have given them a trial.
Drop me a line for full particulars and prices.



THOMAS BLACK

76 Lombard Street **Winnipeg, Manitoba**



They all trust a Starrett

In any machine shop where accuracy is essential you will find the men using Starrett Tools. They know they can rely absolutely on their measurements and work faster too. This man, a jig maker, relies on his

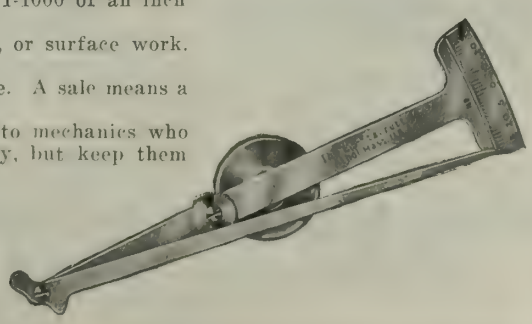
Starrett Test Indicator

to show exact progress on his work. And an error of 1-1000 of an inch would ruin it.

The indicator may be used to test inside, outside, or surface work. It may be attached to any convenient support.

Set one up in your show window and explain its use. A sale means a friend. PRICE WITH TOOL POST HOLDER $3.50.

Are you distributing our new catalog No. 20 MA to mechanics who enter your store? Send for a new supply if necessary, but keep them moving.



The L. S. Starrett Co.

World's Greatest Tool Makers 42-260

ATHOL - - - - MASS.

LUNDY
SHOVELS

Made of open hearth crucible steel

Strap and blade point are exceptionally strong and durable

We have made a careful study of the strong and weak parts of other shovels and, in the "Lundy" we believe **we have a product that is without a near rival for strength and durability.**

We have taken great care in finishing so as to make our shovels attractive. We make them in three grades to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**





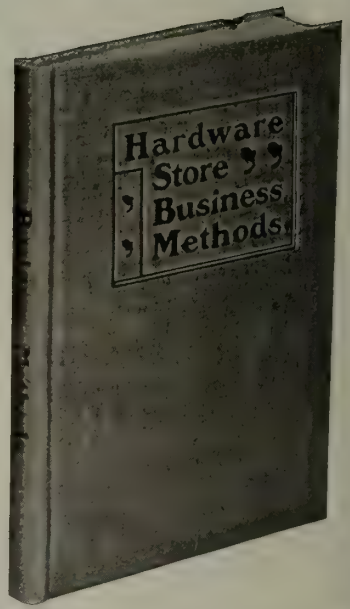
The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:
Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

HARDWARE STORE BUSINESS METHODS

The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



THE MacLEAN PUBLISHING CO., LIMITED
BOOK DEPARTMENT
143-149 UNIVERSITY AVENUE, TORONTO

GET YOUR SHARE



Coffee Percolators and Percolating Urns.



Tea Ball Tea Pots.

of the Holiday Trade
by featuring the

UNIVERSAL
Line of "Preferred Gifts"



Samovar
"An excellent gift for any Lady—Always appreciated."

Not only do

"UNIVERSAL"

Home Needs make attractive Holiday Gifts but the pleasure they bring every day in the year is never forgotten.



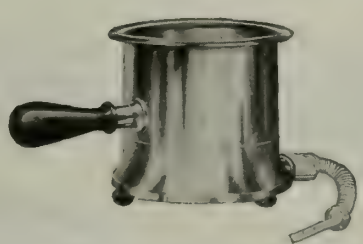
An Ideal Gentlemen's Present. It insures Fresh Meals with Hot or Cold Coffee or Tea the year around, whenever he is obliged to be away at Meal Time—whether for Pleasure or Work.

UNIVERSAL ELECTRICAL APPLIANCES

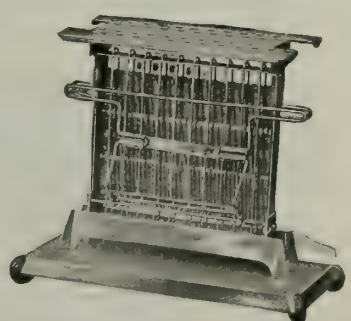
Such as Electrical Percolators, Electrical Tea Ball Tea Pots, Electrical Chafing Dishes, Grills, Stoves, Hot Water Heaters, etc., make most acceptable Presents.



Electric Sad Iron
For Her



Electric Shaving Mug
For Him



Electric Toaster
For All

Be Sure You Have These Holiday Sellers in Time. Write NOW to Your Jobber or Direct to Us.

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.

A Product without a Peer

KEYSTONE COPPER BEARING SHEETS

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

BLACK AND GALVANIZED

Rust Resisting **Anti-corrosive**

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

For making tanks, stacks, roofing, gas holders, culverts, and all sorts of pipe, flumes and conveyors, our KEYSTONE COPPER BEARING STEEL SHEETS are superior to anything on the market to-day. Copper in the Steel makes it resist rust and defy corrosion. Its first cost is but a little higher than of ordinary Steel, while its durability is very much greater. You pay a little more at first for this extra grade, but you find it real economy and satisfaction in the end.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LTD.

507 Transportation Building
MONTREAL

1205 Traders Bank Building
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN CANADA



The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

No. 331



No. 209



Goodell-Pratt's

No. 330



"Ducharme" Brand

Screw Drivers

Famous For

Design -- Finish -- Strength

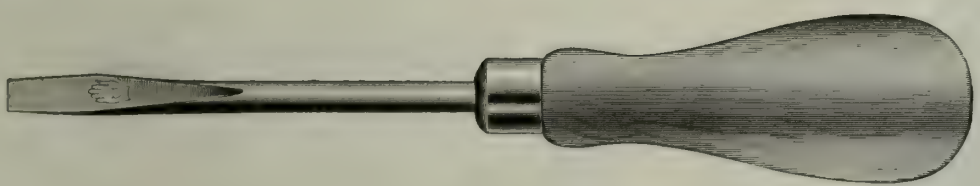
Not

How Cheap

But

How Well

Buy them and see.



No. 332

Goodell-Pratt Company

Toolsmiths

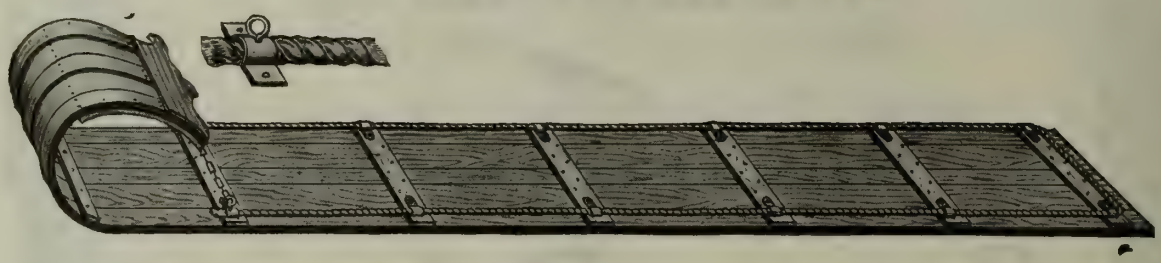
GREENFIELD, MASS., U. S. A.

THE MONTREAL SALES COMPANY

Our factory can still take care of a few orders of

TOBOGGANS

This is the Best yet



Ask for Catalog

We have also a fairly large stock in our Montreal warehouse. Order at once to not be disappointed.

THE MONTREAL SALES CO., 61 St. Sulpice St., **Montreal, P.Q.**

Distributors and selling agents of all kinds of Toys and Children's Vehicles, Sleds, at the right price.

Note.—An exhibition of 1914 Children's Vehicles is going on now. You are cordially invited to see it.

J. M. T.
Globe Valve



Valve Quality

If it's anything in the line of

Steam Goods

Write Us.

We have the quality that means satisfied Customers—

and our prices leave you a good margin for profit.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

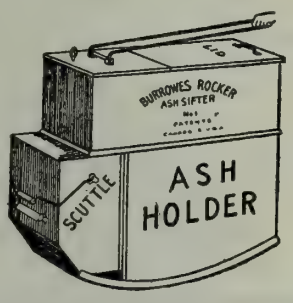
MR. HARDWARE MERCHANT,

are you alive to the fact that the people are ready and willing to pay the price for a sifter that is really dustless? You can recommend

Burrowes Patent Dustless Rocker Ash Sifter

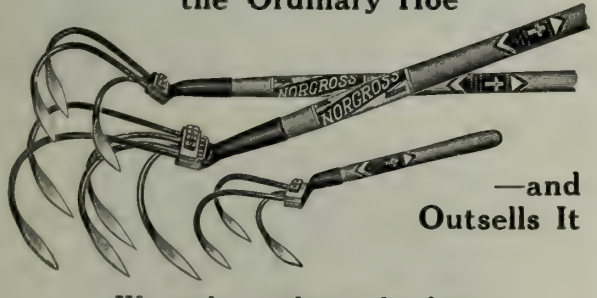
and give reasons why it is dustless, quick, clean and easy to operate.
Show the advantages of this sifter and many sales will follow.
Double rims and attached scuttle confine all dust to the sifter.
Double screens coarse and fine, sift twice, saving extra fuel. The working motion and large space for ashes to spread means quick work.
Write for prices and further particulars. The demand is growing fast, order now and share the profits.

Our Burrowes Sifter that retails at $2.50 is big value and a quick seller.



The Burrowes Mfg. Co.
611 King St. W.
TORONTO

Does Work Better and Faster Than the Ordinary Hoe



—and Outsells It

We make nothing else but

Cultivator-Hoes and Weeders

and our goods show it

While these products have a decided advantage over the ordinary hoe, they cost no more.

Our 5 prong is the only one having detachable ferrule (pat'd), providing for attaching Cultivator to Wheel Plows. **Now New 3 prong** is a modification in size, weight and cost, cheap as the common hoe in price, and pays a greater profit.

Our Midget is the greatest of all Flower Weeders.

You cannot afford to overlook this line as you get a very liberal profit.

Canadian jobbers who handle the "Norcross" line are: McLeannan, McFeely & Co., Ltd., Vancouver, B.C.; Lewis Bros., Ltd., Montreal, Canada; The Eureka Planter Co., Ltd., Woodstock, Ont.; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Winnipeg; Jas. Simmons, Ltd., Halifax, N.S.; The S. Hayward Co., St. John, N.B.; Dunlop Bros. & Co., Amherst, N.S.; W. H. Thorne & Co., Ltd., St. John, N.B.

WRITE THEM FOR FULL PARTICULARS

C. S. NORCROSS & SONS, BUSHNELL, ILL., U.S.A.
Patentees and Sole Manufacturers

A Talk

About Some of Our Agencies

Eley's Ammunition

We usually order a carload of the famous loaded shells that this house manufacture and always have orders ahead for shipment of a large quantity. Our prices we know are right.

Beaver Board

This is another favorite and is ordered by the carload. We find it hard to keep the various sizes in stock. Order early and often.

Compo Rubber Roofing

Still another carload commodity.

We do not need to dilate upon the many advantages of this roofing. You make no mistake in ordering it or stocking it.

Ready Mixed Paints, Blundell & Spence and the famous B. H.

We sell tons of each make, the first in small tins, the B. H. in quart, halves and gallons.

Spalding Sporting Goods

These are known as the best throughout the world.

Write us for catalogue.

Tower Oiled Clothing

One of our oldest agencies. This make always gives satisfaction.

A. M. BELL & CO., Ltd.

Wholesale Hardware
Granville & Hollis Streets
HALIFAX - - N. S.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

EIGHT REASONS WHY YOU SHOULD HAVE

THE "BRITON" Patent Door Check and Spring,

Has all working parts made of specially hardened steel.

Easily fixed, being suitable for either hand without any change whatever.

British made throughout.

Regulated to suit any pressure by a turn of a small screw.

Is adapted to any climate.

The spring is made of the best steel, finely tempered, and cannot be overwound.

Oil for checking is sealed in non-porous chamber, therefore cannot leak.

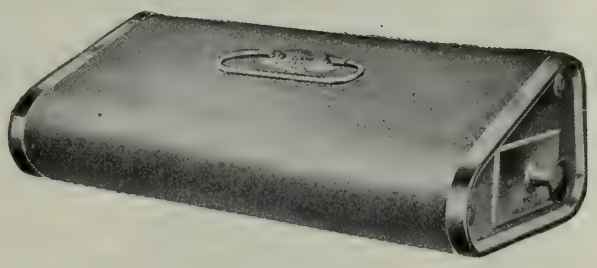
No packing leathers or loose washers.

THE BEST SPRING ON THE MARKET

MADE ONLY BY

WM. NEWMAN & SONS, LIMITED, HOSPITAL STREET, BIRMINGHAM, ENGLAND.

CLARK
Indestructible Steel Heaters







For Use In
Automobiles, Wagons, Sleighs, Etc.

Quick Selling Fall and Winter Line

These heaters will be King over your Winter Sellers.

They are positive assurance of quick turnover and exceeding profits.

Their service-giving qualities mean complete satisfaction to the user.

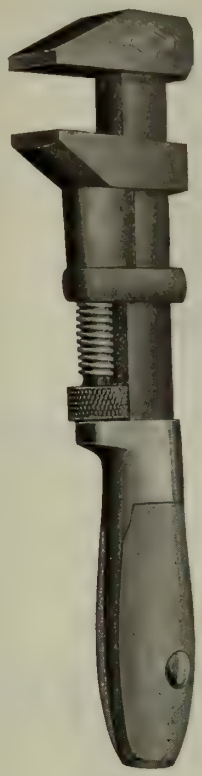
Clark brick for use in these heaters, yields most heat and lasts longer than any other brick. We advertise these heaters extensively throughout Canada, and supply dealers with *free* selling helps.

Sold by jobbers everywhere in Canada.

Order now.

Chicago Flexible Shaft Co.

250 ONTARIO ST., CHICAGO



You Can Use a "W&B" Wrench Until You Lose It



"W & B" Wrenches are so carefully made that they can stand all the abuse incidental to hard wrench service. The jaws are tougher than the toughest nut and will hold the bite wherever there is room to hold on to the nut. This means that you can use a "W & B" Wrench until you lose it. When you buy a new "W & B" Wrench, it'll be for some new service. Select the wrench you need from our line of 58 styles and sizes.

Write for Catalog 82-G.

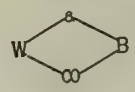
The Whitman & Barnes Mfg. Co.

Established 1854

Office and Factory, St. Catharines, Ont.

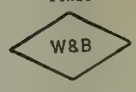
Stocks carried at Winnipeg and Montreal

Trade



Mark

Trade



Mark

"Cadillac" and Christmas

The "Cadillac" Electric Vacuum Cleaner, low priced, but efficient, can be operated with the greatest ease by any woman or child. It weighs but eight pounds and is guaranteed to give long and satisfactory service.

Made in several models that retail at from $25 to $35.





The "Cadillac" Vacuum Cleaner and Carpet Sweeper combined, powerful though easily operated, is yet light enough to fit it admirably for home use. There is nothing to get out of order in its mechanism, and it will give long and efficient service. Made in several styles, it retails at from $9.50 to $14.00.

What do you think is the nicest thing a man can give his wife for Christmas?

Gloves, jewellery—they're all very well, but a present that's going to be of real use to her, that will lessen her housework through the coming year—isn't that better than trinkets?

It's up to you, Mr. Dealer, to suggest this to her husband. Make this a Cadillac Christmas. Feature Cadillac in your windows as Christmas presents, they are made at all prices to suit all pockets. Show the Cadillac to every man who comes into your store, explain how it makes sweeping a pleasure, let him feel how light and handy it is; you can appeal to him in the strongest way possible—through his regard for his wife.

Write now for prices and literature. It's the 22nd of November already.

The Clements Manufacturing Co., Ltd.

76 Duchess Street, Toronto

HRS&Co

CUTLERY

of every description





Fruit and Fish Knives

and Forks, pearl handled.

Pearl Handled Carvers

in Union Oak and Leatherette cases.

Cabinets

of Electro Plated Ware and Cutlery.

Table Cutlery

in Celluloid and Pearl.

Stock carried in Montreal To meet immediate requirements



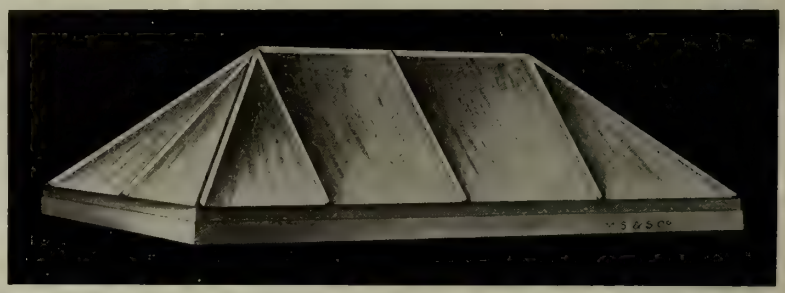
Manufactured by

HENRY ROGERS, SONS & CO., LIMITED

Wolverhampton Sheffield Liverpool London

Canadian Branch: 6 St. Sacrament St., Montreal

Winter Is Coming



Everyone wants to have their new building closed in before the cold weather comes.

Now is the time, Mr. Hardwareman, to get right after those cornice and skylight jobs that are coming on. Somebody will surely get them. Why not you? You make two profits on every job you sell. Profit on material and profit for erection.

The Preston lines are sure to bring you more trade because every customer is a satisfied customer and every satisfied customer is a boost. This insures larger profits.

Write us to-day and let us show you how we can make sales in these lines easy for you to close up.

The Metal Shingle & Siding Co., Limited

Associated with A. B. ORMSBY, Limited

MONTREAL	TORONTO	PRESTON	WINNIPEG	SASKATOON
Quebec	Ontario	Ontario	Manitoba	Saskatchewan

Offices in all large cities.

Head Office: PRESTON, ONTARIO

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

"BUTTERFIELD"

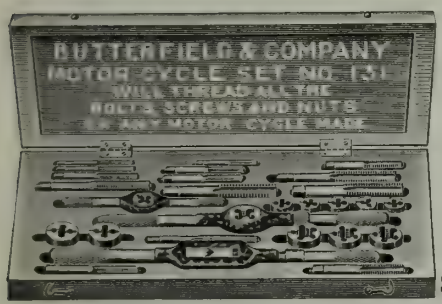
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & CO.

ROCK ISLAND, QUE. DERBY LINE, VT.

WHY NOT CARRY

NICHOLSON-MADE

FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. This production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality—if the File is



"Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39

Port Hope, Canada

Everything In Its Favour



Quality, workmanship, price and adaptability makes selling easy.

You don't waste time pushing

McClary's Perfection Self-Blasting Roaster

It climbs over all opposition.

It saves your time and your customer's money—Write our nearest Branch for further particulars.

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

Confidence in Your Store is Secured by Selling Quality Goods

No one knows better than the man who has McClary's Quality Trade Mark behind him how much it means to his business success. McClary's Goods are already half sold when they reach the Dealer's Store, because the demand for them has been created. The Quality and the name of the Manufacturers go a long way toward completing the sales.



For instance, take the Kootenay Range. Notice its handsome appearance and the air of superiority about it that is lacking in other Ranges. Take off the covers and examine the flue construction and see how it concentrates the heat on the most important parts, the oven and the cooking top.

Look into the fire-box and notice how deep and roomy it is and how correctly proportioned. And further, examine the oven and note the heavy nickelled sheet steel.

And so we could go on enumerating all the superior qualities of this high-class Range, but space won't allow it.

Will you communicate with our nearest Branch and ask for our new booklet on this particular Range?

McCLARY'S SHIP QUICK.

MONTREAL HAMILTON
LONDON
TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON
EDMONTON ST. JOHN, N.B

McClary's on goods is a Quality Name

"The Empire Line"

"STOVE TIME" is here, and the wideawake dealer is handling a line that not only *brings* trade, but *holds* trade.

The best business getter on the market to-day is the

"EMPIRE STEEL"

Made with highly polished steel body, heavy nickel plate dress and our artistic tile or black high closet. Excels as a baker, economcial in fuel, burns wood or coal—Heavy reinforced oven, quick heating reservoir.

Sizes—18 and 20 in. over, 9 in. covers, square reservoir, tea shelf or high closet.



Canadian Heating and Ventilating Co., Ltd.
OWEN SOUND, CANADA

Winnipeg
521 Henry Avenue

Vancouver
1059 Hamilton Street

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

PEASE FOUNDRY COMPANY LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.



No. 77

Equip Each Stove On Display With a Set of CASTERTRUCKS

A stove that is fitted with the **Harper Handy Castertruck** can be easily shown to prospective buyers. You can wheel it to them and the light, where they can clearly see every part.

Lack of proper display is causing many dealers to lose good stove sales. The dealer who has his stoves on a dark, dusty platform cannot show them to the satisfaction of customers.

Mount your stoves on Castertrucks now and guard against loss of business. If your jobber doesn't carry Harper "Handy" Castertrucks—write us.

Chicago Hardware Foundry Company
North Chicago. Ill.



29 LADIES EXHIBITED HOME-MADE BREAD

at the recent Oxford County Fall Fair at Woodstock, and

3 PRIZES OUT OF THE 4

(Including the first prize) were awarded to exhibits baked in

"GOOD CHEER" STOVES

The contestants, as a whole, used severally practically every leading make of range or cook stove produced in Canada, and much of the merit in winning the prizes was undoubtedly due to the skill and care of the ladies whose tempting loaves received the awards, **but a share of the honor is due, surely, to the "GOOD CHEER" creations in which they did their baking.**

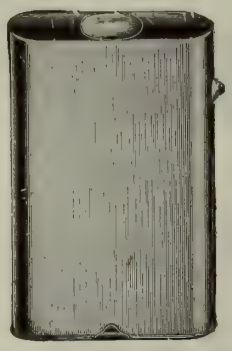
"GOOD CHEER" is the line of modern cooking equipment that puts certainty in cookery, for, unquestionably, bread baking is one of the severest tests of a stove's qualities.

Your stove trade would run smoother, grow faster, and be more profitable, if you depended, as did these prize-winners, on "GOOD CHEER" Stoves and Ranges.

Catalogue and price-list on application.

THE JAMES STEWART MFG. CO., Limited
WOODSTOCK, ONT.

Western Warehouse: 156 Lombard Street, Winnipeg, Man.



No. 3423—Nickle, 2 cell
No. 3425—Nickle, 2 cell
No. 3426—Nickle, 2 cell
No. 3429—Nickle, 2 cell
No. 4730—Leatherette

Numbers 3423 and 3425 are the big sellers.

The Demand For

FRANCO TUNGSTEN FLASHLIGHTS

Is being met by the best Hardware Dealers

Your Jobber will supply you

ORDER NOW

CANADIAN CARBON CO. OF WINNIPEG, LIMITED

Western Representatives, Winnipeg, Man.

Tubular Types

No. 6781—1¼x5 in.
No. 6784—1½x6 in.
No. 6786—1½x8½ in.
No. 6798—1½x6½ in.
No. 6794—1½x8½ in.

Flare End Type

No. 6788—1½x6½ in.
No. 6789—1½x8½ in.



HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE

1. **Its Advertisers**—are those who sell the best goods at the right price.
2. **Its Question Box** "is practical."
3. **Its Articles**—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

MacLean Pub. Co.,
143 University Ave., Toronto.

Please send me (free) sample copy of Sanitary Engineer, post-paid.

.....

.....

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Published by

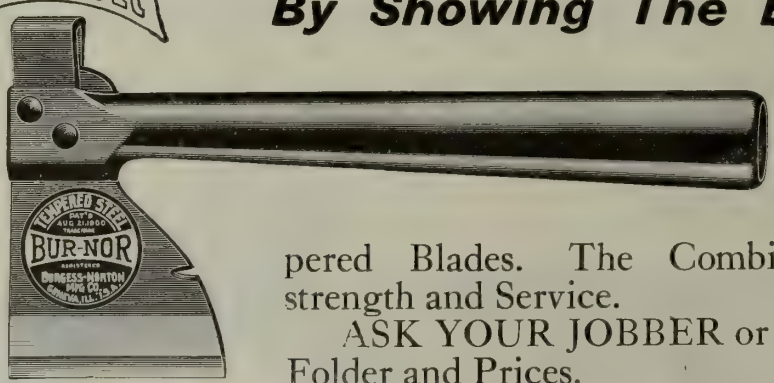
The MacLean Publishing Company, Limited
143 University Ave., TORONTO
$1.00 PER ANNUM

Write for sample copy. Fill in and mail this slip before you overlook it.

BUR-NOR

Increase Your Hatchet Sales By Showing The Bur-Nor

BUR-NOR



Your customers appreciate the strength of the reinforced Handles and the quality of the Oil Tempered Blades. The Combination assures unequalled strength and Service.

ASK YOUR JOBBER or write direct for new Hatchet Folder and Prices.

BUR-NOR

BUR-NOR

Burgess-Norton Mfg. Co.

Geneva, Ill., U. S. A.

For Your Business' Sake

READ

THE FINANCIAL POST!

Recently one of the largest wholesale houses in Canada — a firm who are unusually strong financially—read the "Business Outlook" article in The Financial Post. They not only immediately sent their subscriptions for a year, but asked The Post to send them 100 copies for distribution among a few of the leading retail houses with whom they do business.

A year ago, when leading financiers stated openly and publicly that Canada was on the threshold of two years of the greatest prosperity in its history, The Financial Post, in its weekly article on the business outlook, expressed a difference of opinion from this view and urged caution. It frankly told its readers that the money situation looked doubtful, and said that until conditions improved, wholesale merchants, manufacturers, retailers and business men generally should not embark on new developments unless they had ample capital of their own without borrowing from the banks, and then, only when it was absolutely necessary. By new developments The Post meant extensions of buildings or stores. At the same time The Post advised that the strictest attention be paid to collections; urging insistence upon the general public paying up everything it owed. The readers who acted on The Post's advice are in a much better position in every way than those who were not readers and who acted otherwise.

The Financial Post of Canada has excellent sources of information on financial, business and crop conditions, not only in Canada, but in United States and in the financial centres of Europe. As a matter of fact, one of the earliest hints last year of coming financial stringency came direct to The Post from one of the largest financiers in Europe, and came to The Post before it came even to the leading Canadian bankers.

In consideration of these facts, no business man in Canada can afford to be without The Financial Post. Simply initial the attached coupon and pass to your cashier for attention.

TO CASHIER

Initial of
Head of Firm
or
General Manager

The Financial Post of Canada 1913

143-143 University Ave., Toronto

Please send the Financial Post for a period of x [4 months / 8 months / 12 months] for which we enclose x [$1.00 / $2.00 / $3.00]

NAME.....

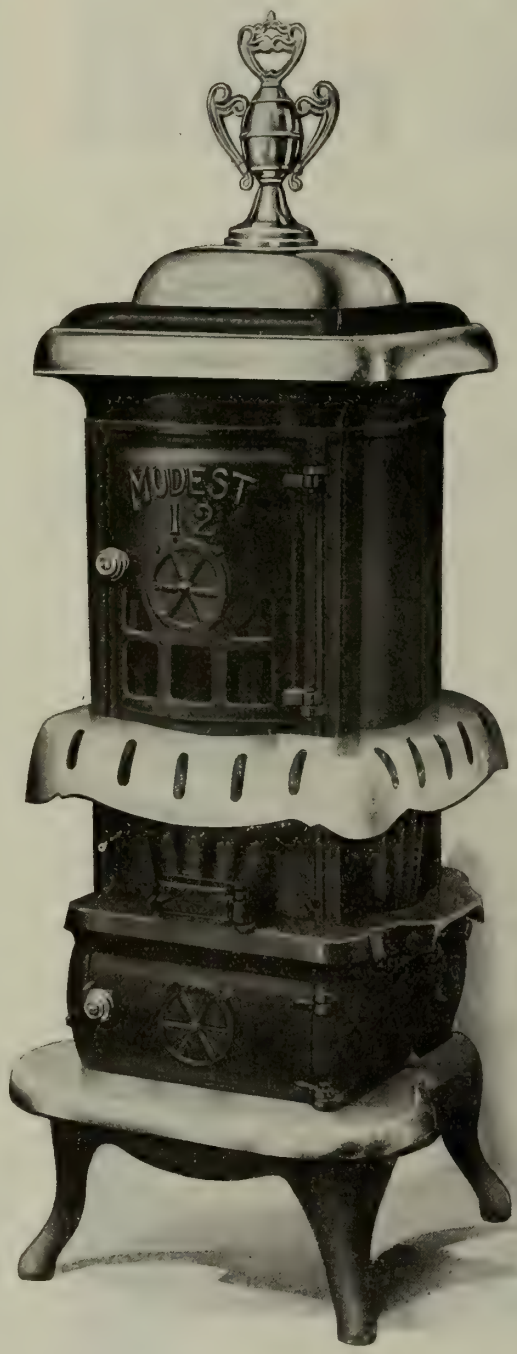
Number and Street.....

City or Town.....Prov.

x Strike out periods not ordered.

HARDWARE

A Belated Surprise to the Stove Trade



We know that many of our customers will ask, why did you not offer us this Heater earlier in the season, but the truth of the matter is, we could not get it out earlier.

We believe any dealer can sell one or more of these stoves this season, and every one sold will be a standing advertisement for next year's business. The MODEST is in a class by itself, and the dealer who secures the sale of this Stove will have something exclusive. It is different from any other Heater on the market, and sells at a lower price than the average Oak Stove. The MODEST has exceptional heating qualities, and the outstanding feature in its construction is the easy control of the fire at any temperature, night or day.

Two sizes are now ready for shipment, No. 12 and 14; the latter size in Single or Double Heater.

The season is getting on, so lose no time in ordering samples. We know the STOVE and the PRICE will please you.

Fitted with Revolving Grate. Has Magazine. Burns Coal or Wood.

FINDLAY BROS. CO., LIMITED

Head Office and Works, CARLETON PLACE, ONT.
Branch House - - 260 Princess St., WINNIPEG

Wholesale Jobbers for N. Alberta: REVILLON WHOLESALE LIMITED, Edmonton

Distributing Agents:
For Southern Alberta, D. V. COPE & CO., Calgary; For British Columbia, GEO. D. HORSMAN, Vancouver

LET US SHOW HOW YOU CAN MAKE MISTAKES IMPOSSIBLE IN YOUR BUSINESS

If you put in a **"SHOUPERIOR" System** you will find that mistakes and losses are eliminated. It will be the best investment you ever made.

A TWENTY-FIVE DOLLAR SYSTEM MAY SAVE YOU HUNDREDS.

Remember, you cannot spend a dollar with us unless it is evident you will be benefited.

WRITE TO OUR BUREAU OF CO-OPERATION, SYSTEMS AND DESIGN AND ASK FOR SUBJECT 10, FORM C 3

Autographic Register Co. of Canada, Limited

10 St. Peter Street, Montreal

WOODWORKING MACHINERY

High speed, heavy duty and grit and dust make this class of machinery very trying on Babbitt Metals We have many similar letters.

POUK MANUFACTURING COMPANY,
Chicago, Ill., Oct. 13th, 1910.

Gentlemen:—

I am using Magnolia for years for high speed Machinery—such as shaper bearings, 5,700 R.P.M. Have tried several other babbitts, but obtained best results with Magnolia.

If it comes to lining heavy loose pulleys and bearings for heavy shafts it is the one that lasts.

Respectfully,
F. A. SAWITZKE, Engr.

J. J. McGILLIVRAY, Sash Doors and Mouldings,
Black River Falls, Wis., March 31st, 1911.

Gentlemen:—

I desire to state that all the bearings of this Sash and Door Factory are lined with Magnolia. One planer has not been rebabbitted in **Fifteen years**, and is in good condition to-day.

I always make it a point not to overheat the babbitt and stir thoroughly before pouring.

J. C. JOHNSON, Supt.

MARSHFIELD STAVE COMPANY,
Marshfield, Wis., April 4th, 1911.

Gentlemen:—

All bearings in this Factory are lined with Magnolia Metal. We have found it superior to all other metals for our plant; one planer running 3,000 R. P. M. or more has not been rebabbitted for several years.

Yours truly,
MARSHFIELD STAVE COMPANY,
Frank Mertle.



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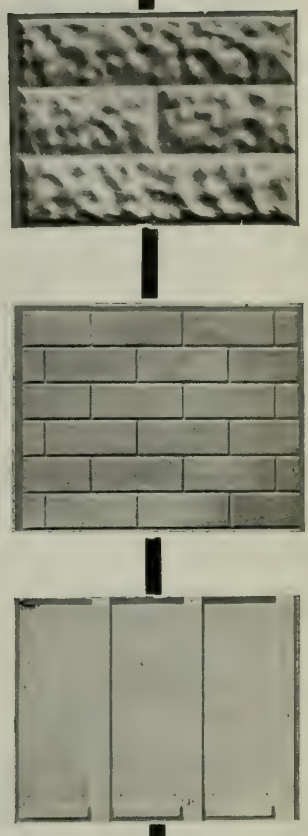
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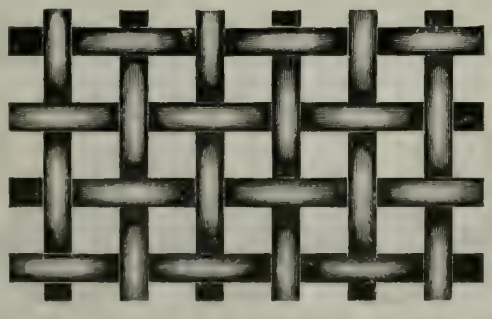
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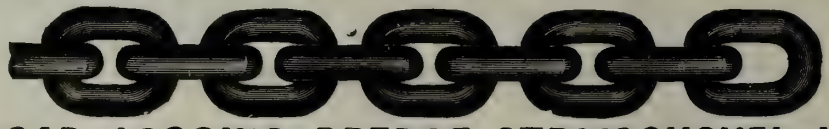
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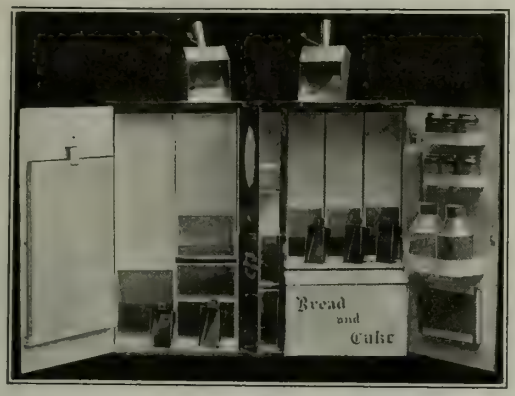
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As a Christmas Gift to the household nothing will be better appreciated and valued by the family than a



Purity Kitchen Cabinet

the greatest labor-saving device for the housewife ever invented. Oak grained—enamelled white inside. All metal—easily cleaned—perfectly sanitary.

Complete with bins for flour, sugar, oatmeal, rice, tapioca, sago, and cereals—two flour sifters—tea and coffee canisters—six spice tins—rolling pin—cake closet—bakeboard—cookbook—mirror and clock. Crated individually—shipping weight 124 lbs.

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We have a stock in WINNIPEG, and can supply our Western friends from that point.

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Sanitary Chemical Closets

No! Mr. Dealer, we do not make the cheapest closet on the market—honest material and workmanship won't allow us.

See that *cast iron top and bottom,* thoroughly bolted and riveted, not soldered! It gives strength and durability. This is why all leading jobbers and dealers are handling "Parkyte" Closets. Ask them why.

"Parkyte" is the only original, all others are imitators.

We manufacture a superior grade of sweeping compound, put up in 250 lb. bbls.—150 lb. boxes. 75 lb. boxes and crates of 24 5 lb. tins each.

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PARKER-WHYTE LTD., Winnipeg

Canadian Tube & Iron Company Ltd.

MONTREAL

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Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

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To Stand on Basin

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Our goods pay a splendid profit and are always dependable on account of their quality.

We guarantee absolute satisfaction.

Neat in Design, Highly Polished, Strong and Durably Made

The quality and weight of the brass used, the perfect construction, together with the high quality of the nickel plating are other points to which particular attention is directed.



TUMBLER HOLDER

Solid Brass, highly polished and heavily nickel plated.

Peerless Self-Winding Automatic Clothes Line

A strong, eighteen-foot clothes line on an automatic self-winding reel in a handsome **nickled case,** to be screwed to the wall or woodwork in any room where it may be needed. It is simple, efficient and easy to put up. When the cord is detached after use, it reels back automatically. Weight, complete in a pasteboard box ready to mail—eighteen ounces.

Price retail at $1.00.



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A combination that costs but little more than the ordinary kitchen chair.

This is just what the housewife needs.
Makes a 3-ft. ladder or a handy chair.
It is strong and durable.
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Pays most desirable profit.
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All these beautiful patterns carried in stock.



Enquire about our Fade-away Girl Window Display.



Wildwood Reliance | Kenwood Plate

Reliance Plated Ware

is the best plated ware to be had at the low prices we sell it. It will give satisfaction. Try it for a competitive line.



Joan

1845 R. Wallace

Beautiful Joan Pattern Ware is plated sectionally at parts most exposed to wear. It is a line that resists wear. The most useful Christmas Gifts can be found in the Hardware Store.

CAVERHILL, LEARMONT & CO.

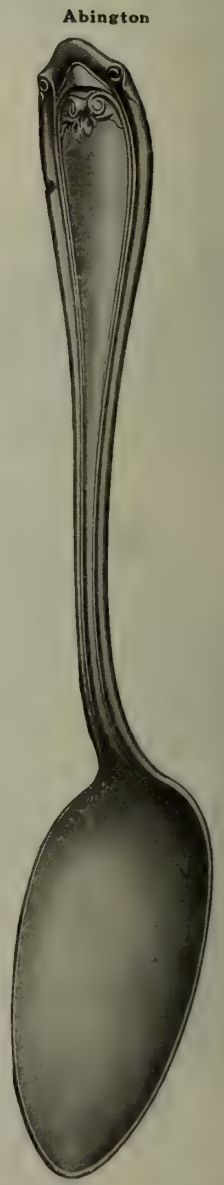
MONTREAL

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

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53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, NOVEMBER 22, 1913. No. 47

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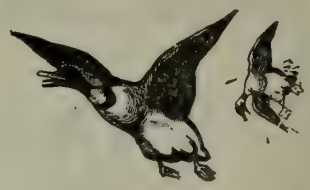
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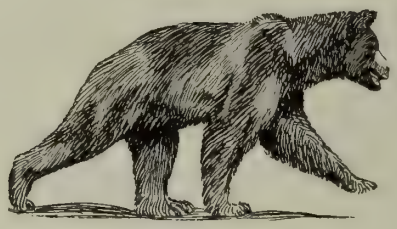
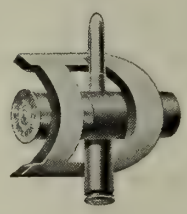


Give Your Customers Good Value By Selling

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The substitutes for



"QUEEN'S HEAD" GALVANIZED IRON

will not give

"QUEEN'S HEAD WEAR

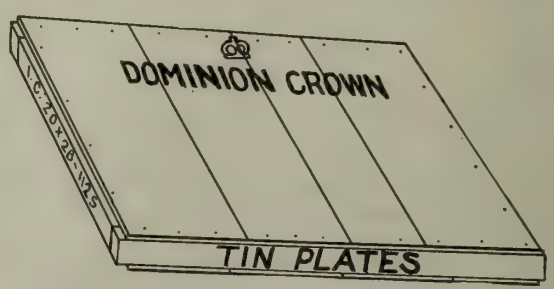
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"QUEEN'S HEAD" SATISFACTION

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Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

Charcoal Tinplates



High Grade Quality
Extra Heavily Tinned

Insist on "DOMINION CROWN"

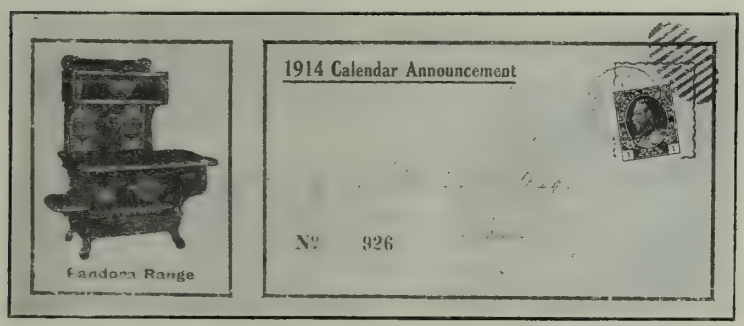
A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXV. NOVEMBER 22, 1913 No. 47

Christmas and the Hardwareman

Period of Greatest Activity in Commercial Circles is Now Ahead—Hardwaremen Should Lay Plans Early — Methods Adopted by a Goderich Firm—Booklets Sent Out Early.



Circular sent out by Howell Hardware Co.

THE commercial world is entering upon another Christmas shopping month. The world-wide custom of exchanging gifts on this one day has made the middle of the month of December the most active and profitable time in the commercial calendar. Thus, merchants are looking forward at the present time to four weeks of uninterrupted activity.

Christmas shopping means that the merchandising facilities of all stores, which cater to the holiday trade, will be put to a very severe test. Unless careful preparations are made in advance, the merchant will not be able to cope with conditions that will arise with credit and profit to himself.

Hardwaremen of recent years have been securing a constantly growing share of the Christmas trade. Starting practically at nothing they have gradually worked up interest until to-day the up-to-date hardware store claims as large a share of the trade as any other store. If this record is to be maintained, the hardwareman must be "up and doing," preparing for the active season ahead.

An early start is half the battle. Get the goods into the stock and then on display bright and early, fire the first broadsides of the publicity campaign at the outset of the buying season, talk and show Christmas goods with unabating zeal; and the public will respond by not only starting to shop early but by doing most of its shopping at the store which served as the source of their impulse.

To further elucidate this point, reference might be made to the methods already adopted by an aggressive Ontario firm, the Howell Hardware Co., of Goderich. Early this month, they adopted a plan which has given them a splendid opportunity to advertise their Christmas goods early and to a selected list of customers with buying powers. An announcement in the form of a folder was sent out, announcing the fact that calendars had been secured which would be handed out on application to recipients of the announcement. This was the ostensible purpose of the folder but behind it was the idea of placing in the hands of customers an early announcement of Christmas lines and much of the space was used in describing goods suitable for holiday gifts.

These folders were sent to a certain number only and the name of each person on the list was placed on a card. These cards were properly indexed and, as the calendars are called for, the cards will be checked and removed, the index to another index which will contain only the names of those who have received their calendars. In this way duplication and losses can be guarded against.

In other years, the firm handed out promiscuously to all who asked for them or mailed them out. The new plan, they believe, will do away with the difficulties which cropped up in previous years.



A conception of the modern Santa Claus by Hardware and Metal cartoonist.

In the booklet, their new method of distributing the calendars is explained as follows:

CALENDAR ANNOUNCEMENT.

"This year we have procured a limited supply of beautiful calendars. These calendars cost us considerable when we take into consideration the large number of customers we would like to have one, and no matter how carefully we select our list of customers we are always sorry to find we have missed someone whom we would have liked to have received one. Last year we mailed them.

"This year we will ask you to kindly

(Continued on page 63)

Sales Plans That Brought Results
What Hardwaremen Did Last Year.

PRESS THE BUTTON.

During the Christmas season when the hardware store is or should be presenting its best appearance, it might be a good plan to adopt an innovation recently put into practice by an American merchant.

The merchant in question is not in the hardware business but his plan might be used to good advantage by hardware dealers.

This merchant has wired his store lights to a push button switch located near the entrance to his store. The plate in which the push button is inserted measures about 3 x 3 inches and is made of brass. Underneath the plate is the sign, "Push the Button and See Our Store."

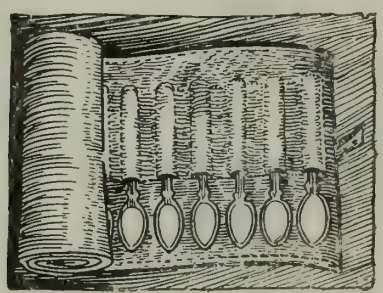
After the store is closed at night people passing the store are often attracted by the sign and by pushing the button they throw on every light in the store.

As soon as the pressure on the push button is released the lights are thrown off, with the result that very little current is consumed.

The idea is a novel one and persons who have seen the store and operated the push button often bring their friends to see the store interior.



Sign used to advertise the hardware store during the evenings when it is closed. A most novel device.



Method of showing cutlery samples on roll, adopted by a London hardwareman with splendid results.

SAVES TIME, KEEPS STOCK CLEAN.

A London, Ont., hardware merchant noticed that when his clerks showed samples of tea, dessert, or table spoons, it was necessary for them to open a large number of boxes, resulting in the cases becoming mixed, the boxes soiled, and the clerks losing considerable time.

In order to overcome these objectionable features he secured a lined roll for showing cutlery. The roll was similar to those used by travellers when showing samples.

Price tags were attached to each spoon and also name of design, and number.

The result of the new innovation is that the whole range of spoons can be shown on a moment's notice without disturbing the boxes on the shelves. Danger of covers becoming mixed, or the contents of the boxes becoming dirty or disarranged has to a large extent been eliminated.

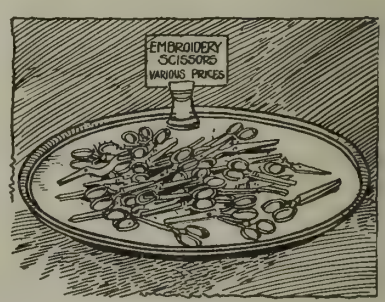
SELLING EMBROIDERY SCISSORS.

A Toronto firm doing a large business in cutlery have found that during the Christmas season they can dispose of large numbers of embroidery scissors by displaying them on trays.

A large assortment of various lengths and sizes are shown on each tray. A neat price tag, showing the price in plain figures, is attached to each pair of scissors.

Sizes ranging from 2½ to 4 inches are shown, some of the handles fancy and others plain. All designs are mixed in together and in order to make the assortment look large 3 or 4 pair of each kind are often placed on the same tray.

The trays are displayed on top of the cutlery cases and this firm has found that customers during the rush of the Christmas season would rather select their scissors from a large assortment of this kind which can be readily placed before them, than to wait until a salesman can take a sample of each kind from the boxes shown in the interior of the silent salesman.



Effective method of displaying scissors.

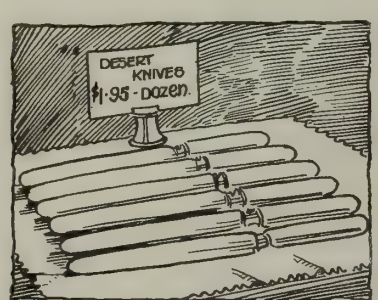
SOLD KNIVES BY THE HALF-DOZEN.

Following the example set by the large departmental stores in Toronto, a hardware merchant in a neighboring town has succeeded in greatly increasing sales in his cutlery department.

Instead of keeping his celluloid handled knives out of sight, which is the general rule in a large number of hardware stores, he always has one-half dozen of each kind on display. Small mats made of green baize measuring about 8 x 10 inches are used on which to display each lot of knives. Prices are always quoted per half-dozen.

For instance, a half-dozen dessert knives are placed on a mat, a neat price card is printed as follows:—Dessert knives $1.95 per ½ dozen. There is a price card on each mat and knives ranging in value from $1.00 per half dozen to $3.50 per half dozen are displayed.

Each price card is supported on a neat wooden block in which a groove sufficiently large to hold the card has been sawed.



Showing cutlery on green baize mats—A method which resulted in a large sale.

HOW HE SOLD THE TOASTERS.

A retail hardware dealer purchased one dozen electric toasters in the expectation of selling them to purchasers of gifts last Christmas.

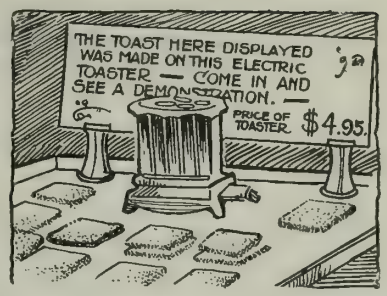
The toasters retailed at $5.00 each. The dealer looked at his stock two weeks before Christmas and found that only one had been sold. He realized that the toasters would have to be sold quickly or he would carry them over.

The only display method adopted had been to place one of the toasters on display in the show window with other goods. There had been a few enquiries as a result of the display but only one toaster had been sold.

The dealer, realizing that some more effective display method was necessary, went to a local baker and purchased a loaf of bread at a cost of six cents. The loaf was sliced and with the aid of the electric toaster was transformed into toast.

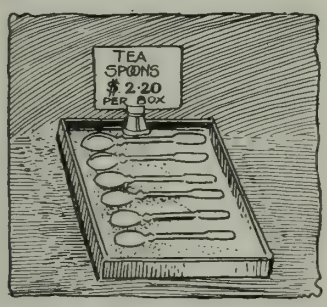
The toaster was an article of merit and made good toast.

The dealer then took from stock a nickle plated tray measuring about 12 x 16 inches on which he placed the toaster and toast. He then secured an attractive show card bearing the following:—"The toast here displayed, was made on this electric toaster. Come in and see a demonstration. Price of toaster is $4.95. The tray and contents were placed in the show window along with other Christmas goods and on Christmas eve only one toaster remained in stock.



Method of display used to sell a supply of electric toasters. Practical demonstration did the work.

HOW HE MOVED THE TEASPOONS.



Method of putting up cutlery in boxes which resulted in a big sale during the Christmas shopping season.

A hardware merchant in a Western Ontario city had in stock several dozen silver teaspoons which he had purchased for Christmas trade last year.

As the Christmas season advanced he found that this particular line of spoons was not selling. The spoons were done up in the ordinary small package or box containing one dozen and the retail price was $4.00 per dozen. The goods were only shown when customers asked to see teaspoons and the price was always quoted per dozen.

The merchant decided that he would try and sell the spoons in half dozen lots and he secured from his jobber a number of lined boxes costing about 20 cents each.

The boxes each held one-half dozen spoons and although the boxes were not expensive they presented a very good appearance when filled in with a half-dozen bright tea-spoons.

The boxes were then placed in the show window and marked $2.20 per box, a neat price card being used for this purpose. In less than two weeks the dealer disposed of his entire stock of this particular line.

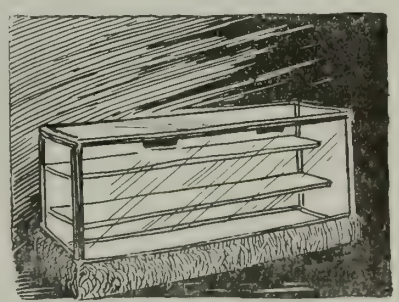
THE ADDITION OF TWO LIGHTS.

The addition of two show case lights made a wonderful difference in the display effect of a silent salesman used by a hardware merchant to show silverware.

The plated ware on display in the silent salesman was attractively arranged but did not show up to advantage.

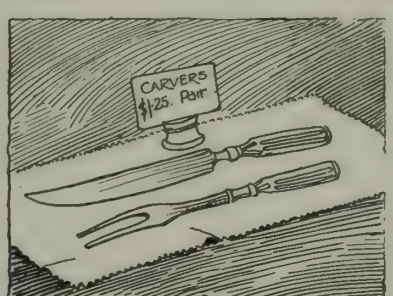
One of the clerks suggested using show case lights, and gaining the consent of the proprietor he went to see an electrician, the result being that at a very small outlay two show case lights were installed in the silent salesman.

The result was that the goods were shown up to much better advantage and pieces of silverware in the rear of the case showed up splendidly where formerly they would pass unnoticed.



Placing lights in show cases is an effective means to increase the sale of goods.

DON'T FORGET MEDIUM PRICE CUSTOMERS.



How carvers can be disposed of to customers who want medium priced goods.

A hardware dealer on Queen St. W., Toronto, stated as follows:—"A large percentage of the public do not know that carvers can be purchased in pairs. They have the idea that it is necessary to purchase a fancy case, etc., when purchasing carvers."

Last December this dealer arranged a window display featuring carvers in pairs at various prices. He made his leading line $1.75 per pair. He stated that he was surprised at the number of sales he made. Many of the purchasers remarked that they did not know that carving knives and forks could be purchased without cases and at such a reasonable figure.

How many people pass your store windows not knowing that you can sell them a medium priced pair of carvers that would replace the old butchers' or cooks' knife they are using at home?

Too many dealers feature strongly the carvers in cases, and leave the lower priced lines on the shelves out of sight of the customer who cannot afford to purchase the higher priced goods.

How Departmental Stores Get Christmas Trade

A Representative of Hardware and Metal Visits the Eaton and Simpson Stores in Toronto—An Early Start is the Big Feature of Their Campaign—Bazaar Already in Full Swing at Simpson's —Eaton's Parade.

ONE of the most notable features in connection with Christmas trade is the early start made by department stores in creating sales and getting the public interested in Christmas goods.

There has undoubtedly been a great improvement during the past few years in the manner in which Christmas trade is conducted.

We can easily remember when the bulk of the Christmas gift purchasing was left until a week or two before Christmas, resulting in overworked salespeople, overcrowded stores and general confusion.

These objectionable features in connection with the Christmas trade have to a great extent been eliminated, and people are realizing more than ever that they can select their Christmas gifts between November 1 and December 15 just as well as they can afterward. They also escape the unpleasantness of overcrowded stores, dealing with tired and overworked employees, and selecting their gifts from stocks which are disarranged and broken by the sudden rush.

The general tendency during the past few years has been to shop early, and the "shop early" slogan has been taken up by newspapers, department stores and retailers in all sections of the country.

A good many of the retail merchants adopt the shop early slogan, but they do not display their Christmas wares until shortly before Christmas. The department stores also adopt the same slogan, but in addition they arrange their Christmas merchandise for the inspection of the public, and start early in the month of November to actively push the sale of Christmas goods. In the big cities the department stores secure a large bulk of the Christmas trade. The management of these stores are constantly adopting new methods for securing trade.

A representative of Hardware and Metal recently visited two of Toronto's largest department and mail order stores, and secured some information which may be of interest to retail hardwaremen.

The Simpson Bazaar.

The accompanying illustration shows a view of the Chinese bazaar in the Robert Simpson Co. store. The bazaar is devoted entirely to the sale of Christmas goods, and occupies a space of about 100 x 150 feet on the third floor. A large number of decorations, including 1,400 Chinese lanterns, are used to make the display attractive. There is an incandescent lamp in each lantern.

Only goods suitable for Christmas gifts are shown. One circle is confined to goods generally sold in a hardware store, and includes shaving sets, cutlery, brass and copper novelties and many other lines.

The tremendous Christmas trade secured by the large department stores is due very largely to the fact that they make an early start in their Christmas selling campaign and that Christmas goods are always placed on display at an early date.

The department stores do not wait for trade to come to them. They believe in the old proverb, "All things come to them who go after them."

They generally start about the 1st of November to offer suggestions and from that date until Christmas a continuous flood of suggestions is poured out in all directions to prospective purchasers of Christmas gifts.

Special attractions are used to draw the public to the department stores where the visitors find an endless array of goods suitable for Christmas gifts displayed in an attractive manner.

The accessibility of the goods on display and the fact that customers can personally and at their own leisure inspect a wide assortment are features which account for many sales.

The stock is arranged to give the shopper every facility for rapid selection. All prices are marked in plain figures. No samples are hidden away. All goods are on view. In some sections of the store customers practically wait on themselves.

Although the department store and mail order house is the foe of the smaller retailers, the latter can often secure pointers by watching the methods of the larger concerns.

Price Cards are Used.

The goods are neatly arranged, and are not overcrowded. Price cards showing prices in large plain figures are also used.

Each circle is in charge of one or more clerks, whose duty it is to see that the displays are always in first-class condition.

The bazaar was opened early in November, and will continue right up to Christmas. On certain days special sales are held, for instance, one sale was held in which the goods featured were placed on sale at 29c each. The newspaper announcement contained a long list of articles on sale in the bazaar on that day.

Goods are placed on sale in the bazaar at special prices, and customers must go to the bazaar in order to secure the goods at the reduced prices. Regular prices prevail on these lines in all other departments in the store. The crowd is thus drawn to the bazaar to secure the special sale goods.

The most notable feature in the bazaar is the excellent manner in which the goods are displayed. No goods are hidden away, everything being in full view.

At every turn you find something admirably selected to fit the wants of holiday purchasers.

During the first few weeks of the bazaar the firm had on display a large painting entitled "The Russian Wedding Feast," said to be valued at $50,000. This painting was exhibited for the purpose of attracting the public to the third floor where the bazaar was located, and drew large crowds each day.

Show cards offering suggestions to Christmas shoppers were also used throughout the store.

Eaton's Make Early Start.

In the T. Eaton Co. store the spirit of Christmas also prevails, and Christmas goods have been on display for some weeks. In this store we also find Christmas goods shown in cases, on counters, tables, etc.

The goods are displayed in such an attractive and well-arranged manner that visitors to the store cannot help but be interested.

Every portion of display space is used to good advantage for displaying goods, an important feature often overlooked by hardware dealers.

Departments are Changed.

In order to specially feature Christmas goods the Eaton Co. make a number of changes in their store arrangement. The most notable change is in connection with the toy display. The whole main floor of their furniture building is cleared out, and the space formerly occupied by rows of furniture is used for displaying toys. The opening of this department took place on Nov. 15, and it will continue until after Christmas.

Opening of Toyland.

The opening day of Toyland is greatly advertised by the Eaton Co., and every effort is made to secure a large attendance.

A little information regarding the methods adopted by this firm to advertise will no doubt be interesting. For some weeks ahead the firm advertised that Santa Claus would arrive on Saturday, November 15, and would drive through the principal streets. The time of the arrival was advertised as well as the streets to be traversed.

On the morning of the arrival of Santa Claus the streets were lined by thousands of children and grown-ups.

At the time advertised the procession arrived and included Santa Claus driving four real reindeers, with an Esquimaux walking beside each to keep them from becoming frightened at the sights and sounds of the city streets. Then followed the Santa Claus band in a large silver-covered chariot. The Eaton cadets and bugle band also formed part of the parade.

The procession wended its way to Massey Hall, where several thousand children and adults were entertained for over an hour. Another entertainment was given on Saturday afternoon in the same hall, with Santa Claus as the leading spirit.

During the following week he took up his residence in an ice-cave in Toyland, where he was visited daily by thousands of children.

This is only one of the methods adopted by this large firm to create enthusiasm and to secure Christmas trade early.

It goes to show however, the extensive means adopted by department and mail order stores to secure publicity.

The Eaton Co. also conduct a Christmas bazaar on the fifth floor in their main building.

The rearranging of whole departments entails considerable time and labor, but these large firms find that it pays them or they would not follow the same system year after year.

If these large firms find the plan profitable would it not be wise for the retail hardware dealer to devote a section of his store solely to the display of Christmas goods, starting as early as possible in November. It should not be a hard matter to follow on a smaller scale some of the methods adopted by the large department and mail order houses which are now taking away from the smaller retailer a large amount of profitable Christmas trade.

LET US SMILE.

The thing that goes the farthest toward
making life worth while,
That costs the least and does the most,
is just a little smile.
The smile that bubbles from a heart that
loves its fellow-men
Will drive away the cloud of gloom and
coax the sun again.
It's full of worth and goodness, too, with
manly kindness blent;
It's worth a million dollars and it
doesn't cost a cent.



A view of the Chinese Bazaar at the Robt. Simpson Co., Toronto.

Lines to be Featured for Holiday Trade

AGGRESSIVE SALES METHODS.

Some hardwaremen build small booths or bazaars where they display small articles of an especially saleable nature, such as pocket-knives, fountain pens, toys, etc.

* * *

For the building of bazaars or booths, take dressed strips 2 inches square and 7/8 of an inch thick. Cut these to the desired lengths, and in joining the pieces together bore holes for the nails so as to avoid splitting the wood. Every joint should be braced. After the framework has been erected, cover it with cotton, stretched on tightly and tacked. Take a glue sizing of about 1-3 pound of glue to a pail of water and cover cotton with this. When dry, the surface can be covered with a wall paint to represent a house, a castle, an arbor, or any structure.

* * *

Give the window trimmer a chance to show what he can do. Give him an appropriation for the supplies he needs.

* * *

Boy scout supplies make a profitable line to handle. Parents whose boys are scouts are almost certain to pick out something to add to his equipment as a gift. A boy scout department would be a profitable one. At any rate, a window display of scouts' supplies should be put in.

* * *

Where possible, it is advisable to put the toy department on the second floor. In this way a large number of visitors can be accommodated in the toy department without interfering with the regular business in the store. A large card, at the foot of the stairs, directing people to the toy department would remove any disability as a result of the remoteness of its location.

* * *

The store should be attractively decorated. A great change can be effected by the judicious placing of holly wreaths, floral garnitures and bunting throughout the store.

The Hardwareman Has a Wide Selection to Offer the Public—The Tendency Toward Practical Gifts is His Strongest Point—Hardware Lines Are Also Attractive.

Household Goods Department for Christmas is Found a Paying Proposition—Cutlery, Silverware and Brass Goods Go Well—Sporting Goods, Toys and Tools Should be Featured.

WHEN the hardwareman comes to look over his stock, his "ammunition" for the Christmas campaign he begins to realize his strength. The hardware stock, which is almost unlimited in its variety, offers a wide selection for the Christmas shopper. The selection is not only a wide one, it is "double-barreled," inasmuch as it is designed to suit people who select gifts to please the aesthetic taste as well as those who select practical presents.

Of course, the trump card of the hardwareman is the splendid stock that he offers for the large class of people who believe in sensible gifts. It has been the trend toward more sensible presents that has started Christmas business toward the hardwareman. It is now coming in large volume and can be made still larger if he takes full cognizance of the change in public sentiment. Such lines as cutlery, silverware, vacuum cleaners, carpet sweepers, fireless cookers, and electrical specialties should be featured prominently. All the articles named, and many more of the same variety, make acceptable gifts. They must be kept before the public, however, or they may be "sidetracked" by the large showing of jewelry and fancy goods, of cheap, and sometimes tawdry, articles offered on all sides. They must be featured prominently.

The articles named are more or less intended as gifts for women. This is an additional reason why they should be advertised and shown in the store windows, where they will catch the feminine eye. It should be borne in mind that the lady of the house inspires her gift if she doesn't actually select it. If the hardwareman cannot reach the ear of the intended recipient, he is not likely to have a sale of a chafing dish or a coffee percolator or an electric iron. The lady's choice, otherwise, may become settled on a bracelet or a set of earrings or some other highly useful article.

Many hardwaremen, realizing the necessity of reaching the housewife, have adopted the plan of sending out circulars or even personal letters. These they send out early in the season.

It is generally wise to send a personal letter, signed by the dealer himself, enclosing literature relating to various lines. In the letter, refer strongly to the real benefit, for the housewife herself, in securing any or all of the articles mentioned. An electric iron will bring a woman more real comfort than any amount of jewelry; it would be a gift of cumulative benefit. Make this point, and similar points, clearly and forcibly. The thought will remain in her mind during the whole of the shopping season and will doubtless affect her decision.

Domestic Supplies.

The practical equation can be carried to a still more marked degree. Hardwaremen can make sales of ranges, washing machines, refrigerators, roasters, aluminum utensils and so on, for Christmas gifts. Last year a hardware dealer in a small city sold no fewer than fifteen ranges during the last two weeks of the shopping period and in practically every case the range was to serve as a Christmas gift. He had conducted a vigorous campaign along that line and considered the sales to be the direct result of the publicity he had given the matter.

Aluminum utensils are a particularly acceptable gift. Every housewife takes a pride in her kitchen and nothing pleases her more than the possession of attractive, and at the same time useful, utensils. No woman can go past a display of aluminumware without feeling a strong desire to possess one of every line shown. An aluminum article would be a gift with a decided appeal.

A Household Goods Department.

With so large a selection of practical articles to be featured for the shopping season, it would be a good idea to establish a special household goods department. Clear a section of the store, as near to the front as possible, and put in tables. Show the goods on the tables, grouping them according to price or according to variety. Have a price tag on each article shown.

This is the method followed by the large departmental stores and it is certainly one that brings results. People

walk through the department, inspecting the goods and the prices. In this way they select what they want in many cases without the assistance of a salesman.

Any method which can be found to make the turnover larger per salesman is one that will be particularly valuable during the Christmas season. Showing goods on tables with prices clearly marked is the plan that goes the longest way toward making this an accomplished fact.

The Aesthetic Appeal.

Of course, the hardwareman cannot base his whole appeal on the practical side. It is not necessary for him to do this, as he carries lines which are calculated to appeal to the aesthetic taste. What is more desirable than a case of cutlery, a casserole, a brass jardiniere or a cut glass berry bowl. These articles have fully as strong an appeal as anything on the market and yet have at the same time a practical value. They have, therefore, a double appeal.

Leaders for Christmas.

Goods of the above named classes should be made the leaders for the Christmas trade. Cutlery, silverware, brass goods, cut glass and so on, are everywhere recognized as "staples" for the Yuletide season. They are carried by jewellers, fancy goods store and dry goods stores; opposition, therefore, is particularly keen and the hardwareman will find it necessary to feature his goods very prominently if he expects to get the bulk of the trade, the major portion being logically his.

The stock should be kept at the front of the store, in silent salesmen or shown in as attractive a form as the facilities of the store allow. With the better grade goods it is not always advisable to show prices in plain figures; this is a question that each retailer must decide for himself. The lines mentioned should also be given a large share of the advertising and window publicity.

The Toy Department.

A strong feature of recent years has been the addition of toys to the hardware stock. In some cases, this is limited to iron toys and sporting goods but in the majority of cases a large assortment of toys of all kinds is put in.

The advantages of handling toys are greater than some may at first suppose. To begin with, they represent a good profit in themselves. In the second place, they serve to bring trade to the store which would otherwise go elsewhere. The largest departmental stores go to great lengths to get the children interested, to get them to visit the store, because they know that the children bring grown-ups with them and become the keenest advocates imaginable. An interested child will talk for days over what it has seen; and this insistent prattle will lead to purchases in nearly every case.

GOOD SELLING LINES.

Alarm Clocks, Hot-water Kettles, Fern Baskets, Jardinieres, Safety Razors, Smoking Sets, Brass Fire Sets, Table Gongs, Brass Coal Boxes, Knives and Forks, Shaving Sets, Razor Strops, Brass Candlesticks, Saw Kits, Percolators, Chafing Dishes, Electric Irons, Electric Toasters, Case Cutlery, Butter Dishes, Bread Trays, Celery Dishes, Silver Fruit Spoons, Silver Meat Forks, Silver Tea Spoons, Silver Dessert Spoons, Umbrella Stands, Carvers, Pocket Knives, Skates, Foot Warmers, Scissor Sets, Hand Sleighs, Toboggans, Child's Sets, Boys' Watches, Table Lamps, Trays, Rifles, Shaving Brushes, Thermos Bottles, Brass Cuspidors, Tool Kits, Work Benches, Boxing Gloves, Striking Bags, Water Bottles.

Parents take children where there are toys to be seen and thus give the salesmen a chance to interest them in other lines. Undoubtedly a toy department brings a large volume of extra business.

Many hardware stores have been conducting toy departments of recent years with excellent success. In some cases they have increased their stock year by year from the most meagre beginnings until this year they are handling stocks worth many hundred dollars. In other cases, efforts to break into the Christmas toy trade have not been successful and have been abandoned after one or two years' trial. The reason has been either laxness in handling or poor judgment in making the start. In one case a hardwareman, located in a town of 4,000 where there were already four or five stores handling toys, put in a small stock. His sales were ridiculously small and he never tried toys again. He should never have gone into them in the first place. A crowded field in any line is a poor place to make a start.

In stating, therefore, that hardwaremen should handle toys, the statement is made with certain reservations. It would be folly to put in a stock if the field were already thoroughly covered.

Sporting Goods.

In many hardware stores sporting goods constitute the main basis of appeal to the public at Christmas time. skates, sleighs, toboggans, snowshoes, and so forth are all rapid selling lines and, as Christmas ushers in the season of winter sports, they are particularly in demand for Christmas presents.

Hardwaremen should make a special bid for this branch of trade. Competition has become keen, particularly in skates, which are now stocked by dealers in other trades. Even the boot and shoe men are nibbling at the skate trade. This means that the hardwareman must work hard to maintain his position.

The Tool Trade.

And do not forget tools. The same practical interest that makes a woman regard a vacuum cleaner, say, as the most desirable of gifts, impels man to accept a tool as the most acceptable of all. If he is a mechanic, he is most vitally interested in tools. A new one means a help in his every day work. He accepts it gladly and appreciates the spirit which prompted it.

Miscellaneous Lines.

There are, also, many lines of a miscellaneous nature, which might be handled with profit. Some dealers carry kodaks, others handle sweater coats. Jewelery lines are found in some stores, particularly in the smaller places.



A section of the toy department of McNabb Bros., Orillia.

Electrical Specialties Are a Prominent Line

The Hardwaremen Should Feature Them Strongly for the Christmas Trade—Electrical Goods Have a Distinct Appeal—Useful and at the Same Time Novel, They Make a Very Desirable Gift.

The high cost of living has been the subject of much controversy during the past two or three years. It is true that prices on some lines of household necessities have reached a high level.

There is, however, one commodity (eletricity), which cannot be classed among those that have advanced during the past four years. Electric power is today being sold in many parts of Canada at rates much lower than had existed heretofore.

In recent years the number of Canadian users of electric current has increased by leaps and bounds. In some of the farming communities the use of electric power is quite prevalent, and the farmer's wife is using modern electrical appliances for assisting her in household duties.

We are all enamoured of the cleanliness and convenience of electric current for lighting and other purposes, and nearly every householder within reach of a public supply, who can afford it is now using electric current.

With the wonderful growth in the consumption of electricity there has been a corresponding growth in the production of modern electric appliances.

Many of these appliances are for use in the home and include among others, electric stoves, vacuum sweepers, electric bake ovens, percolators, toasters, disc stoves, irons, chafing dishes, grills, heating pads and many other electrical specialties.

When we consider that the electric cooking and heating system furnishes heat without dirt, dust, smoke or smell it becomes apparent that it is very convenient, and is a wonderful improvement over some of the methods formerly employed.

The electric system includes many of the advantages of other systems less the disadvantages.

Wide Market Has Opened.

With the wonderful development in the use of electric current and electrical appliances, a large market has been opened up. There is scarcely a householder who is not interested in electrical appliances.

Many of the lines have been marketed through the hardware trade. Stores devoted exclusively to the sale of electrical appliances and fixtures have also secured a large amount of this class of business.

The hardware trade however, have kept closely in touch with the electrical situation and in many places dealers have special show rooms for displaying electrical goods.

Suitable Presents.

While the heavy sale of electrical appliances has not been confined to any particular season of the year there has been a marked tendency of late years to feature electrical goods as suitable for wedding gifts, Christmas gifts, etc.

During recent years the demand for electrical goods has been particularly brisk for the Christmas gift purchasing.

Nearly all electrical appliances generally offered for sale in the hardware stores are both ornamental and practical.

It is necessary of course to make certain that the goods offered are made by reliable makers in order that parts may be duplicated should they prove defective.

Prices on many of the lines of household electrical specialties are very reasonable and are within easy reach of the average gift-purchaser's pocket.

The consensus of opinion among those interested in household electrical specialties is that the sale of these lines will be exceedingly heavy during the next month.

A large portion of this business can be secured by the hardware trade if steps are taken by dealers to properly feature the line.

Special Table for Display.

It is a good plan to have a special display of electrical specialties. If silent salesmen are too crowded to allow room for specialties a table can be temporarily placed in a prominent location where gift seekers may examine the goods at leisure.

Where table lamps and fixtures are shown it is a good plan to have a connection near at hand so that lamps can be lighted and shown up to good advantage.

Toasters, irons, percolators, etc., can be easily demonstrated if there is a connection nearby. The salesman will be greatly aided in making sales if he can give an actual demonstration of the appliances in use.

The household electrical specialty line is a profitable one to handle and in every town and city where electric power is used the hardware dealers should be able to sell a large number of electrical specialties between now and Christmas.

OFFERED TO STORE GOODS.

A hardware dealer started early in the Christmas shopping season last year to advertise the fact that customers could purchase their goods early and by making a small cash payment the goods would be held for delivery until Dec. 24.

He used part of his newspaper space and several show cards in the store and show windows to point out to customers the advisability of early shopping.

He found that a large number of customers took advantage of the offer and a large quantity of goods ranging from hockey sticks and skates to cabinets of cutlery were sold well in advance.



"The day has passed when one can sit complacently and wait for customers to come in or something to turn up." Today we must turn things up. While we are waiting there are dozens of other fellows studying ways and methods, sales and plans, working out attractive windows—striving to get the customers' money.

* * *

Along with the continued growth in advertising the great value and importance of the show window is becoming more and better appreciated. It is an indispensable unit—a great sales-creating factor—a connecting link between the great buying public, the tradesman and the manufacturer.

Through the medium of the shop window the store is enabled to present to the public its vast array of merchandise at the most seasonable time and in the most attractive manner; to secure the attention of possible customers; to introduce new goods, and to create interest and desire for those things which are useful.



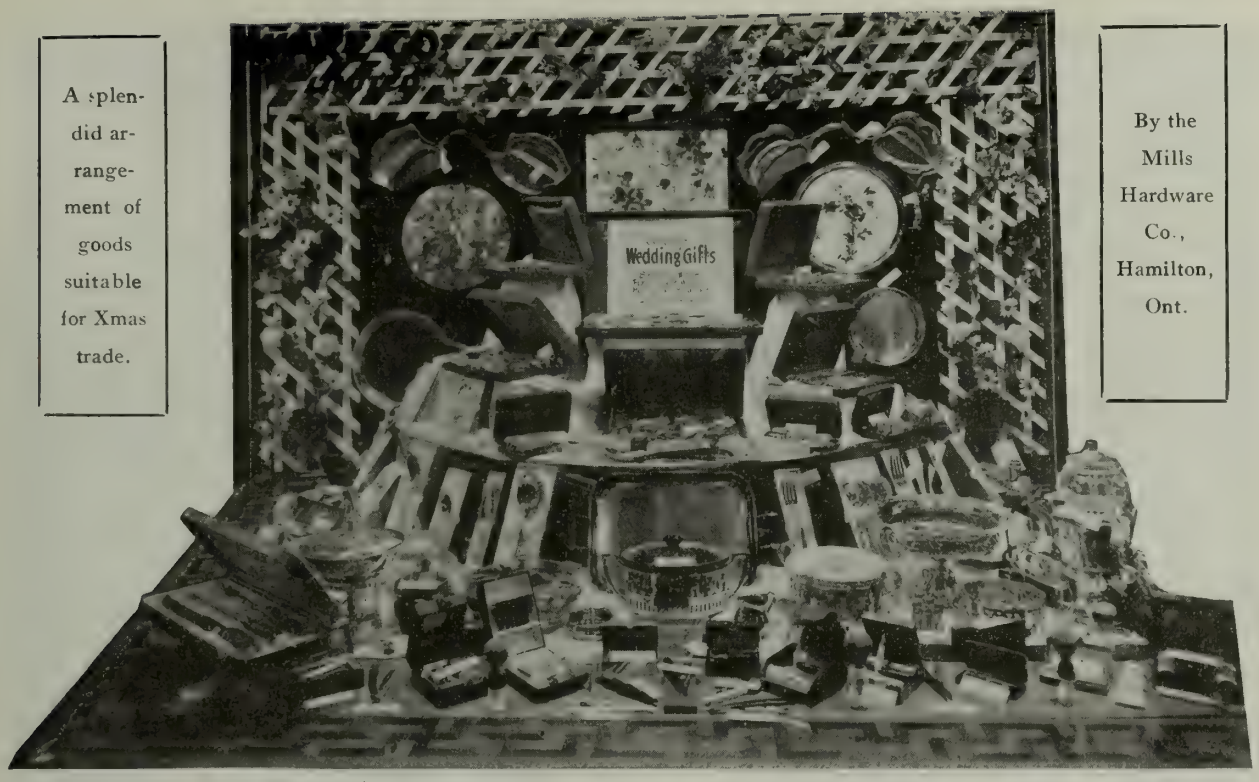
MEETINGS THIS WEEK.

A meeting of the Wholesale Hardware Association was held in Hamilton on Thursday.

Meetings of the Executive of the Canadian Hardware Manufacturers Exhibitors' Association and also of the Ontario Retail Hardware and Stove Dealers' Association were held on Thursday morning in the Queen's Hotel, Toronto.

A joint meeting of the two executives was held on Thursday afternoon, particulars of which will be given in our next issue.

A splendid arrangement of goods suitable for Xmas trade.



By the Mills Hardware Co., Hamilton, Ont.

Christmas Trade and the Display Man

The Important Part That the Window Trimmer Takes in the Holiday Campaign—The Best Style of Windows for Direct Results—Some Salient Features of "Stocky" Window Trimming.

The display man is an important link in the publicity campaign during the Christmas season. Much depends upon the efficiency of his work. If he can put originality and selling force into his window displays, the store sales will show the effects. If he fails to make the windows attractive to the public, loss of business will inevitably result.

Always important, window display work becomes doubly so at this time of year. The reason is that people are prone to depend upon window displays to a great extent in making their selections. Christmas shopping is almost always done in a tremendous rush and the shopper, therefore, proceeds along lines of least resistance. He looks in the store windows which are easily accessible and, whenever possible, makes his selections in that way.

Classification of Windows.

Window displays can be divided into two classes: viz., publicity and merchandising windows. The publicity window is arranged with a view to drawing public attention, to creating interest in the store itself rather than in any particular line of goods. It, therefore, would come under the head of general advertising. Displays made up of windmills, automobiles, etc., would be classed as publicity windows. A splendid display of this class is presented herewith. Before Hallowe'en the Hydro-Electric Commission of Toronto, presented a window with a witches' cave in one corner. The details had been cleverely worked out and a lurid red light shone through the face of the witch and in the camp fire, the rest of the cave being in darkness. This display attracted marked attention.

Publicity windows would doubtless prove successful as business getters during the Christmas shopping season but their ability to that end would be limited. If a publicity display is planned, do not leave it on for a lengthy period. Window space is too valuable at this time.

Merchandising windows can best be defined as display designed to sell goods. They consist of a variety of lines arranged to the best advantage, with the object of interesting the public in those lines. For reasons stated above, they are most effective bringing direct and unmistakable results.

One of the best merchandising windows that has come to the notice of Hardware and Metal in some time is presented. It shows an assortment of attractive Christmas lines, chiefly brass goods, arranged to splendid advantage. No one will deny that this is the style of window which would "make 'em move" during the holiday rush.

A Further Classification.

Merchandising windows can be divided into two classes; viz., quality and stocky displays. The quality display is an arrangement of goods of special value, Necessarily a small assortment of stock only is shown; sometimes only one article is displayed. In cases where windows are arranged in this way, it is not usual to quote prices. Cards used should be done with particular care.

The more common class of window is called "stocky" as it contains a large assortment of stock. Windows of this kind are not necessarily made up of cheap goods; in fact, a complete range is sometimes shown, from the highest price to the very lowest. The distinction drawn is that articles in displays of this order are not shown to bring out their quality solely. The motive behind the display is to show variety. The stocky window attracts the widest share of interest during the Christmas season and wins the most direct results.



A splendid merchandising window arranged by C. H. Smith, with the J. H. Ashdown Hardware Co., Calgary.



Display in Toronto Hydro Electric Co. show window, Yonge St., Toronto. Arranged by C. H. Dudley, manager of appliances.

The attention of the window trimmer will be concentrated, therefore, on the devising of merchandising displays on the stocky order. Several rules should be kept in sight.

While the decorative effects must be fully in keeping with the demands of the season, the trimmer should never allow his background to bulk too prominently. The articles displayed must appeal to the onlooker first. Where the goods are subordinated to the "effects," the result is loss of salesmaking efficiency.

Don't crowd too many articles into a display. To overdo things in this respect is to defeat the purpose of the display.

First, last and always, quote prices.



TALK TO HARDWAREMEN.

On Thursday night of last week, at the Queen's Hotel, Toronto, K. D. Rose, Canadian representative of the Carborundum Co., of Niagara Falls, N.Y., gave a steropticon talk on the manufacture of carborundum to about forty Toronto hardwaremen, taking them by pictures through the power houses of Niagara, through the Carborundum plant; following the various processes of manufacture from the furnaces to the hardware shelves.

The hardware men present spent a profitable evening, the talk being educative and interesting.



Originality and seasonableness in display are important factors in promoting sales. The store window is one of the least costly yet most effective methods of advertising at the disposal of the retail hardware merchant. It matters not what his views are regarding other forms of advertising, he cannot get away from the fact that if given the time and attention they deserve his show windows will pay big dividends.

* * *

It might be well for some clerks to figure out for themselves just how much they are worth to their employers. It would cause them to see this feature in a new light, increase their efficiency, perhaps, and at least let them understand what the employer has in his mind when he can't see his way clear to raise their salaries, or either says or implies that they are not worth the money they are getting. If a clerk is getting forty or fifty dollars a month and requires the watching of a sixty or seventy-five dollar man, how much profit is the employer making, and how much is the clerk actually worth. This is precisely the way in which you would have to figure that matter out if you were hiring help yourself. Think on it.



Christmas Window Contest

THE ANNUAL Christmas window contest of Hardware and Metal has become one of the best known fixtures in the trade. Each year the interest becomes greater and the quality and number of windows entered increase. Last year's contest was one of exceptional interest and a large number of splendid windows were placed in competition. One of the judges—a window trimmer in a large departmental store—said: "I certainly had no idea that hardwaremen dressed their windows on such a superlative scale."

This year's contest will be conducted on similar lines. As usual, two contests will be held; one for stores in places of 5,000 population and upward and the other for stores in places under 5,000. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

PLACES UNDER 5,000.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction in Hardware and Metal, but who are not awarded prizes, will be given the sum of $1.50. This will cover the cost of photographing the window and will thus secure those who enter against loss whether they are successful in winning a prize or not.

PRIZE FOR ESSAY.

In addition a prize of $5.00 will be awarded to the window trimmer who sends in the best article on his methods of handling his work; viz., how he plans his displays, how he arranges his work, how he traces his results, etc.

The judges will be three well-known retailers in different parts of the country. Judging will be done on the following basis: Selling power, 60 per cent.; attractiveness, 30 per cent.; description of methods of construction, 10 per cent.

The contest will close on Saturday, December 27. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Ave., Toronto," and marked "For Christmas Window Contest."

ARE YOU GOING TO ENTER?



Advertising for the Christmas Trade

This is the Season Above All Others When Merchants Should Make Good Use of Printers' Ink—Ads. Should Give Information on All Lines—The Value of Distinctiveness.

It is possible to get a share of the Christmas trade without doing any advertising; but the share will be a small one. The holiday shopping term is the time above all others when retail advertising is essential, in fact, practically indispensable.

Consider the matter in this light. At other times of the year, the merchant advertises certain lines of goods which, he knows, will appeal only to persons interested in those lines; that is, to a comparatively small percentage of the people who will see the ad. During the Christmas season, however, he will be appealing to everyone. All who see the announcement will be more or less interested in the matter of Christmas purchases and will, therefore, be prospects. Instead of talking to an audience 5 per cent. interested, the merchant spreads out his announcement before a 100 per cent. audience. It follows that the results are always larger and more direct during the holiday season and the reason for this is not hard to find.

There is another matter which must not be overlooked, however. During the month of December the newspapers carry a larger volume of advertising business than at any other time of year, and this means that the merchant, who inserts an announcement, has stronger competition. There will be many other announcements in the issue where his ad. appears, each clamoring for the attention of the reader. If his own is to gain its share, it must possess the elements which go to make up an interest-compelling advertisement. Indifferent copy, which might win its share of attention during less busy times would fail of notice at this stage.

Distinctive Features Necessary.

An ad. must stand out to do this, it requires first to have certain distinctive features. This does not mean that the advertiser must think up something novel—a new arrangement of the matter, a striking illustration or a particularly original heading. Some advertisers consider this to be necessary and in their efforts to achieve originality, turn out copy of a fearful and wonderful kind. In reality, distinction can be obtained by making the copy ordinarily attractive and the matter direct and business-like. A neatly arranged ad. will always be distinctive.

Make the Ad. Different.

However, if the merchant desires some more direct way of making his advertisement different from others, he can do so at a very small expense by securing a distinctive border and some particularly good illustrations. Three or four dollars will buy a Christmas border sufficiently large to enclose an average sized advertisement. This investment will be found a paying one by any merchant who undertakes it.

Must be Specific.

Above all else, the Christmas ad. must be specific. It must tell something. The reader has a list of people more or less lengthy, that he must secure presents for. The task is not an easy one and anything that tends to lighten it will be doubly welcome. The average person scans the newspaper columns eagerly, on the lookout for suggestions. Nothing is more exasperating than to read an advertisement which quotes a few lines and leaves it at that, giving no description and no price. Nothing is more unproductive than this style of advertising.

What the reader wants is information, facts, something to guide him in making his selections. Give him what he wants. There can be no disadvantages in giving

(Continued on page 58.)

Useful Christmas Gifts

Always give the most lasting pleasure, both to giver and recipient. Why not make it a rule this year to give your friends presents that will be of real service to them for many days to come. There is no better place to purchase sensible Christmas gifts than at an up-to-date hardware store. Our stock is very complete and includes a wide variety of new goods that are well worthy of your inspection. Here are a few suggestions that may help you:

FOR A MAN

Safety razors, Gillette's, Auto-Strop and Ever-Ready	$1.00 to $9.00
Razor strops in Christmas cases	$1.00 to $4.00

FOR A WOMAN

Manicure sets in leather cases	$2.50 to $7.00
Ladies' Companion, an admirable present for a young lady	$1.50 to $5.00
Casserole dish, made of porcelain in pierced silver	$5.00 to $10.00
Carpet sweeper, a delight to every housewife	$2.50 to $4.00
Hotpoint Electric Iron, a sensible gift	$6.50
Cake and bread trays	$3.00 to $5.00

FOR A BOY OR GIRL

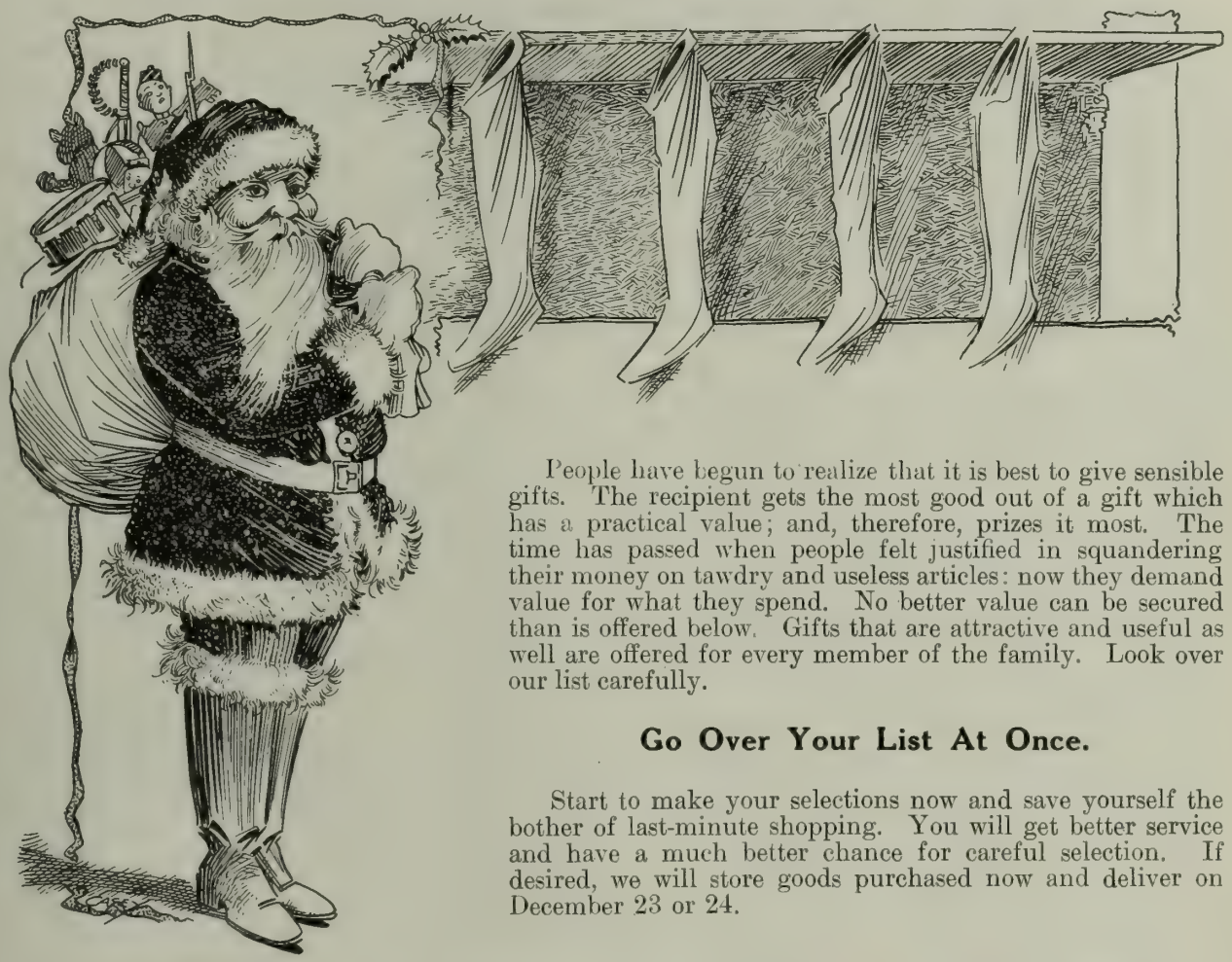
Jack-knives and pen-knives	15c to $2.00
Hockey sticks, for boys	50c to $1.75
Hockey skates, all sizes	$1.00 to $3.50
Toy asbestos irons for the little girls	25c
Useful tool sets for boys	90c to $4.00
Knife, fork and spoon sets	40c to $1.75

(If you have never tried shopping early try it this year and you will appreciate the many advantages.)

PEARSON & STANLEY

Corner Dawson and Murray Sts. ∴ Phone Dale 295

PRACTICAL GIFTS PLEASE



People have begun to realize that it is best to give sensible gifts. The recipient gets the most good out of a gift which has a practical value; and, therefore, prizes it most. The time has passed when people felt justified in squandering their money on tawdry and useless articles: now they demand value for what they spend. No better value can be secured than is offered below. Gifts that are attractive and useful as well are offered for every member of the family. Look over our list carefully.

Go Over Your List At Once.

Start to make your selections now and save yourself the bother of last-minute shopping. You will get better service and have a much better chance for careful selection. If desired, we will store goods purchased now and deliver on December 23 or 24.

For Men

No gift would be more suitable for a man engaged in mechanical work or with a hobby, than a set of tools. We have on hand a complete range of tools, and can suit you both as to quality and price. Here is a chance for you to show originality in your choice of a gift for HIM.

Shaving Accessories.

Man is hard to select a gift for. His wants are few. But all men need shaving materials, and we are offering a wide selection for your consideration.

Shaving sets, including razor, strop, stick, brush and mirror, all the way from .....$2.25 to $15.00
Razors .....$1.00 to $2.00
Safety razors, all prices, from ..... $1.00 to $12.00

Make Him Comfortable.

Does your husband, your brother or your father do much driving? If so, here is an ideal gift—a carriage heater. Will enable him to drive in the most severe weather in perfect comfort. For this week only $3.75

For Women

What more dainty and attractive and at the same time useful, than a piece of cut glass? We have a large range, running from the lowest in price to the highest. Some of our specials for the next week are:

Cut glass berry bowls, ...$4.50 to $10.00
Cut glass vases, special 5.25
Cut glass water pitchers 6.75
Cut glass tumblers, per dozen, special for this week only 11.25
Cut glass celery trays.. 3.25

Brass Goods.

We have a special lot of artistic brass goods which we are offering at unusually good terms. Some of our most attractive lines are as follows:

Brass jardinieres.$2.50 to $8.00
Brass spirit lamps and kettles ..... 3.00 to 4.50
Brass umbrella stands, ... 2.25 to 6.50
Brass fern pots, special. 1.00

For Boys

For the healthy boy no gift has more appeal than a pair of skates. We have them all sizes, styles and prices. From .....$1.50 to $6.00

Every boy that has a pair of skates, needs a hockey stick. We have a special shipment in of hockey sticks that we feel we can safely guarantee to be especially good quality. All the way from .....10c to 75c

An Educational Gift.

For the boy with a mechanical turn—and most boys have—no more pleasurable or sensible gift could be picked out than a set of tools. One of our sets would provide your boy with a steady occupation and recreation for the next year and in addition would be the means of making him handy with his hands and useful. We have sets ranging all the way from toy collections for little lads to handsome, serviceable sets. Our price range is 25c to $4.00

For Children

Have you visited our toy department yet? It is a delightful place for children, crammed full of interesting toys, from dolls to mechanical toys. This year we have put in an extra variety and are able to present a most complete list for your consideration.

Bring your children to see our stock and they will agree that this is indeed the "headquarters for Santa Claus."

Some of our special offers are as follows:

Trains of cars, including engine, tender and two cars, nickel finished steel, all lengths, from..$1.75 to $3.75
Iron banks in shape of steamboats, elephants, factories, etc. .....25c to $1.00
Friction toys, steamboats, locomotives, fire engines.... .....25c to $1.25
Blocks to be built into semblances of houses and churches, 48 blocks to the set 43c
Mohair parlor balls, ten inches diameter.....45c

SMITH & CO., Hardware

Phone 125 **172 Main St.** **ESTABLISHED 1851**

Study Your Methods of Stove Advertising

Are Your Advertisements Productive?—A Stove Announcement Must Tell the Public Something — How a Traveller Brought Results for a Hardwareman by Preparing Forceful Copy.

If the news columns of your daily paper contained the same items every day for several weeks you would no doubt get tired reading them, and come to the conclusion that as a source of information the paper was very inefficient. If the large departmental stores and mail order houses ran the same ads. every day for several weeks the ad. would after a few days be scanned hurriedly, and the readers would soon get tired of reading the same announcements day after day.

If the moving picture show you attend occasionally showed the same series of pictures for a period of several weeks you would not care to visit the show very often.

Despite the fact that the public are always looking for new reading matter and new advertisements, there are hardware and stove dealers who run the same ads. day after day and week after week.

Some dealers place an ad. featuring stoves in their local paper during the early part of the season, and the same ad. is allowed to run all winter. One ad. which has now been running for six weeks contains the following announcement:—"Coal and wood heaters, big stock to choose from." The ad. in question occupies considerable space in the newspaper, for large type is used in forming the words which go to make up this brief announcement.

It is hard to know whether or not this ad. is producing results but the chances are very much against it.

A Traveler's Experience.

A stove traveler related a little incident a few days ago which goes to show the results obtained from two classes of ads. in a town newspaper.

The incident occurred in a town in Eastern Ontario where a dealer had an ad. in the paper stating that his fall stock of stoves had arrived and that he solicited the inspection of his stove department by the public. The same ad. was allowed to run every week and the results were very disappointing.

The dealer told the traveler that practically no enquiries had been received as a result of the ad. and that advertising did not pay in that locality.

The traveler who by the way represents a well-known stove manufacturing firm suggested that the dealer allow him to write an ad., to which the dealer readily consented.

The traveler then asked the dealer to show him the electros which had been supplied by the stove manufacturer. After a search through several drawers the dealer located a number of electros from which the traveler selected one featuring a range.

When the traveler completed his task the ad. was as follows:—The reading in large type read: — "Seven Reasons," and following in smaller type:—"Why this range gives universal satisfaction." The seven reasons, each of which was prefixed by a number, appeared in the ad. with the illustration. The ad. also explained that there were many other interesting features in connection with the range that could be more fully explained by the salesmen if prospective range purchasers would call at the store.

The ad. appeared in the paper in the same size space occupied by the former unproductive ad. and the dealer admitted that after the first insertion there were six enquiries directly traceable to the advertisement prepared by the traveler.

The information contained in the first ad. was very vague indeed and could not be expected to create enquiries.

The latter ad. however, got down to brass tacks and in addition to illustrating the range gave seven valuable pointers that were interesting enough to at least six prospective purchasers to make them seek further information.

This incident goes to show that stove advertisements if properly prepared will create enquiries.

If your newspaper advertising does not bring results it is time you began to investigate yourself and your method of preparing ads. rather than to condemn advertising.

If properly applied your newspaper advertising will bring good returns but you can waste a large amount of money in a short time if you neglect your ads. and labor under the delusion that any kind of copy will do.

We have just entered the best season of the year for selling stoves and there are prospective purchasers in all sections of the country.

Are your newspaper ads. convincing? Read them over and see if you think they would influence you in making a purchase providing you needed a stove for your own personal use. Place yourself in the position of your customers and study your own ads.

Possibly you will be able to discern several weak points and discover some means of overcoming them.

When you advertise give the readers of the advertisement some definite information regarding the goods advertised.

ADVERTISING FOR CHRISTMAS TRADE.

(Continued from page 50.)

information about the goods you have to offer—if the goods will stand comparison with anything else on the market.

This, then, should be made the keynote of all Christmas advertising — to give the public as much information as possible. In listing an article, tell something about it—it's weight, length, capacity, appearance. Above all give that most important bit of information—the price. The reader who contemplates purchasing a certain article wants to know—as much about it as can be found out but, above everything else, the price. Withhold the price and the interest of the party will flag.

Use of Illustrations.

This rule extends to the matter of illustrations. Since information-giving is the secret of successful Christmas advertising, the use of illustrations becomes doubly important, for cuts help to give information about the articles advertised. In addition, they make the ad. more attractive, more readable.

A few dollars spent on illustrations will almost double the pulling power of your Christmas advertisements.

Two Suggestions.

Two suggestions for Christmas advertisements are appended. In both, the principles laid down above have been observed. It has been endeavored to make the copy give information and in both cases, the selling force of the ads. would proceed from this cause. The large suggestion is designed for 3- or 4-col. advertisements and the lines listed could could be increased or diminished to suit the space.

SIMONDS COMPANY ELECT OFFICERS.

At a meeting of the Board of Directors of the Simonds Manufacturing Co., just held at their executive offices at Fitchburg, Mass., the following officers were elected: Alvan T. Simonds, president; C. F. Braffett, H. A. Sargent, and T. F. Howarth, vice-presidents; G. K. Simonds, treasurer; H. K. Simonds, assistant treasurer, and J. E. Kelley, secretary.

Your wife will appreciate this.

—

An Electric Iron

Suggestions for

For healthy Boys a pair of Skates

Christmas Show Cards

Why not give him a Reading Lamp?

Feature

Be sensible. Give practical gifts.

Practical

A Vacuum Cleaner wins life long appreciation

Lines

Cut Glass.

—

Beautiful
Useful
Reasonable

These Lines

Why hasn't a Casserole occurred to you?

Take Well

When in doubt---

Give a case of Knives and Forks

Suggestions for wording of Christmas show cards. Different arrangements and styles of lettering could be adopted to suit the individual card writer.

HARDWARE AND METAL

VOL. XXV. No. 47 Toronto, Canada, November 22, 1913 Two Dollars per Year

THE BUSINESS OUTLOOK.

CONDITIONS are still on the mend and it seems probable that a steady improvement will manifest itself from now on. Financially, conditions are much more favorable than for some time past. The change is particularly noteworthy in the West.

That business is better is shown by reports from all sides. In Ontario a spell of real cold weather would do a lot of good and merchants are anxiously watching for a seasonable change. It will need snow to get the Christmas campaign started in earnest. Jobbers report, however, that business has been brisk, evidencing a satisfactory condition in the retail trade.

PARCELS POST ARRANGEMENTS.

THIS WEEK a meeting is being held at Ottawa between representatives of the railway companies and the post office department. A number of matters are to be taken up, but the chief question will be the drafting of an agreement re parcels post. On the arrangement reached at this conference will depend the rates to be fixed for the system when put into operation.

Now the retail merchants are vitally interested in this question of rates. On the ratio of the local zone rate to that of the general zone rests the retailers protection from excessive mail order competition. If the local zone rate is sufficiently lower than that charged on the general zone, the retailer will be able to compete with the catalogue houses on a basis of partial equality. Otherwise, Parcels Post will simply serve as a means to a great development of catalogue buying.

PUT LIMITATIONS ON CREDIT.

While business conditions in Canada are fundamentally sound in view of our vast agricultural, forest and mine resources, yet at the present time every dealer must realize that money is unmistakably tight and that this winter we shall see considerable unemployment. At best there will be many working men's hours cut down in shops of manufacturers who are finding spring orders a little below last year, and the retail trade should take cognizance of this fact.

Collections are the main thing to be watched in a time like this. Merchants should be extremely careful in extending indiscriminate credits. Those who are at all slow or doubtful should now be spoken to and informed that they must not exceed a certain money limit or a time limit when the account must be paid. Dealers owe it to their business to maintain a strict scrutiny over all credit customers until the few clouds obscuring the brighter horizon of the future roll away.

By insisting on a credit limit with all who cannot afford to run deeply into debt, and on all slow pays, most merchants will be able to start the 1914 spring trade with a comparatively clean slate. A little extra sternness in regard to this matter is justifiable at present time and may avert considerable financial loss.

BOOKKEEPING BECOMES NECESSARY.

The new income tax law coming into effect in the United States is going to work a great change from the standpoint of the merchant. Under its terms all retailers, no matter how large or small, must make returns showing their exact net incomes and to arrive at the right figures the hardware dealer must list every item of expense, such as salary for himself and the cost of the goods consumed by his family.

It is believed this will cause all retailers to take a keener interest in the bookkeeping end of the business and will be the means of stopping many leaks.

The income tax law is a complicated piece of legislative work with several seeming inconsistencies in it. For instance, under it a retail business which is not incorporated pays on all net profit in excess of $4,000 if the owner is married and $3,000 if he is unmarried, while if the store is incorporated it pays on every cent of net income. There is a sliding scale of taxation for the unincorporated business of 1 per cent. on everything over the exempted amount up to $20,000, 2 per cent. on amounts from $20,000 up to $75,000 and so until the tax is 7 per cent. on incomes more than $500,000.

There will not be many hardware dealers who will have to pay a tax on their incomes from their stores, yet if any of them have an income from property owned, the additional income must be figured in with that from the busi-

ness. If a hardware dealer makes $4,000 from his store, but has an income of $1,000 from another source, he must pay tax on that $1,000 as it adds to his income and puts it over the amount exempted.

Hardware dealers in the United States will now be required to keep a proper set of books, giving an accurate account of all expenses and sales. He will have to charge himself with everything taken out of stock for the requirements of the household, such charges to be made at the rtail and not the wholesale price. He will also be obliged to pay himself a salary.

BAD ACCOUNTS BY PARCEL POST.

An ingenious Kansas, U.S.A. merchant has made use of Parcel Post in collecting some debts. On his books he had a number of accounts that had been standing for months or even years. Dunning letters had failed to cause a settlement, so he hit upon the scheme of sending a large parcel to each of his debtors. The parcel was stuffed with excelsior or waste paper, and lying on top of it was the receipted bill for the amount owing. The parcels were sent C.O.D., the expense of each parcel being 15c. to the merchant.

He counted rightly upon the curiosity of his victims, each of whom before he could open the parcel was required to pay the amount of the bill, for in nearly every case the parcel was accepted, and the money forwarded by the postal authorities to the merchant.

Now some of the dead beats are complaining that the ruse of the merchant was illegal, but the district attorney, to whom the matter was referred, gave it as his opinion that the scheme was perfectly legal, there being no fraud or imposition, that the recipients of the parcel were not obliged to take it, but that once having accepted the parcel, they were not entitled to a refund.

POINTED EDITORIALS.

The Christmas shopper goes where the largest variety is to be had.

* * *

The trade should be a unit in fighting against special privileges for co-operative societies.

* * *

"The frost was on the pumpkin" some time ago, but do not let it get on the window. It means loss of trade.

* * *

There is no time when business and pleasure are more nearly combined than during the Christmas shopping season.

* * *

The object of advertising is to tell the public about your goods. The merchant who tells the most about his goods will be the most successful advertiser.

* * *

There are evidently about as many prices for charcoal among hardware dealers in Toronto as there were colors on Joseph's coat. It costs 60 cents a dozen. One dealer is known to be retailing it at 5 cents; another at 7; some 3 for 20; others 3 for 25, and still others 10 cents straight.

An Unfair Practice

A PRACTICE which is becoming general, particularly the West, is that of getting merchants and wholesalers to donate prizes to bonspiels, athletic competitions and so forth.

The local merchant suffers in the first instance. He is the first man to be approached with the list and seldom does he have the courage to refuse. Many times in the course of a season, the hardwareman has to give cash contributions or donate prizes to events which have no direct benefit for him. In the case of a bonspiel, it is hard to see where the merchant gets any tangible benefit. It advertises the town to some extent, and brings a number of visitors there for the course of a few days—to the financial betterment of the hotel men. Nevertheless, the retailer is the biggest individual backer of such events.

There are cases where it is both advisable and expedient for the retailer to make contributions of cash or prizes; cases where benefit accrues and where a refusal would be a serious "break." Nevertheless, the practice of "holding up" merchants—no other term will apply—is still too general and should be discouraged by every means in the power of the members of the retail body. It would not be amiss for the merchants in a certain town or city to reach an understanding on the question, for it is the fear of what the "other fellow" will do that loosens the purse strings of many an otherwise reluctant merchant.

But there is another phase of this contribution evil which is in a sense still more unfair. Wholesalers are receiving requests for contributions to local events, the request in many cases coming indirectly from a local dealer. The committee in charge of the event write to the wholesaler, somewhat to this effect:

> "Mr.———— who is a large buyer from you suggests that we write asking you to donate to our prize list."

From the standpoint of the wholesaler, the only benefit to be obtained from acceding to this request would consists in pleasing the retailer mentioned.

This practice is neither fair nor expedient. The wholesaler who meets all such requests is forced to set aside a tidy sum for the purpose each year. The money thus expended could be used in some other way to benefit the retailer much more effectively than in the donation of prizes.

Would it not be better for retailer and wholesaler alike to check this donation evil?

Far off fields oftentimes look green. A seeker of "gold at the end of the rainbow" should know it is actually there before going out on the trail.

Current News of the Hardware Trade

Sporting Goods Co. in Brantford.

Brantford, Ont. — Information has been received stating that the A. G. Spalding Sporting Goods Co., will locate its Canadian branch in this city.

New Firms.

Montreal, Que.—The Ola Oil Co. have registered.

Quebec, Que. — Canadian Slate Co., Ltd., have registered.

Montreal, Que.— Martinean & Manseau, hardware, have registered.

Wotton, Que.—Belisle Co., Ltd., hardware, grocers, etc., have obtained a charter.

Fire Losses.

Hull, Que.—The Canada Cement Co. have suffered a small fire loss.

Montreal, Que.—Fire did $3,000 damages in the paint shop of the Dominion Iron Bound Box Co.

Carlyle, Sask.—Fire in the tinshop connected with Porteous Bros. hardware, did considerable damage.

Vancouver, B.C.—Fire in the heart of Vancouver's business districts did damage to the extent of $300,000. Among the firms affected are the Ontario Lantern & Lamp Co.; Imperial Varnish Co.; Hotpoint Electric Co.; Mussens, Ltd.; David Spencer, Ltd.

Business Changes.

Vancouver, B.C.—Thos. Olivier, hardware, is reported discontinuing here.

Pelly, Sask.—A. Bay has disposed of his hardware department to B. Katz.

Toronto, Ont.— Boden & Galbraith, tinsmiths, have dissolved partnership.

Goodwater, Sask.—Speer and Syirton, hardware, are reported having sold out.

Edmonton, Alta.—A. Smart has been succeeded in his hardware business by J. H. Bison.

Makenak, Man.—A Douglas has disposed of his hardware business to Coulson and Everett.

Merritt, B.C.— Lindsay and Wilson have disposed of their plumbing business to Barret & Olcott.

Kingsville, Ont.—R. F. Greene & Co., stove manufacturers, have been taken over by R. F. Greene, Ltd.

Montreal, Que.— Dominion Cornice and Roofing Co. have dissolved. L. Gregoire and G. A. Poirer continuing under same style.

Sault Ste. Marie, Ont.—Mr. and Mrs. McClurg of Port Arthur, have returned to the city to reside. Mr. McClurg has come here to take over the control and management of the Northern Hardware Co., which he recently purchased.

A Correction.

An item appeared in the Personal Notes of our Nov. 8 issue stating that Mr. Lionel Harvey, manager Burrow, Stewart & Milne, Winnipeg, was on a business trip to the West. The name should have read Lionel Haney.

Industrial Notes.

Bradford, Ont.—A plant for making wire screens will be erected here by the Watson-Smith Co., of Toronto.

Galt, Ont.—The Galt Malleable Iron Co. have opened up two new departments, and will now make aluminum and brass castings.

Medicine Hat, Alta.—The Canada Cement Co. is building a $2,500,000 cement plant at Dauntless, a few miles south of Medicine Hat.

Galt, Ont.—B. M. Chittick, manager of the B. F. Sturtevant Co., Galt, says it will not be long before the plant is extended for the manufacture of electric fans and vacuum cleaners.

Winnipeg, Man.—The Winnipeg Ceiling and Roofing Co. have secured the controlling interest in the Edmonton Metal Works, Ltd., Edmonton, Alta., and will enlarge the plant and put in new machines for corrugating iron and other manufacturing work.

Victoria, B.C.—J. C. Pendray, managing director of the British American Paint Co., announces the acquisition of new capital, which will be used for extensive additions to the plant. Branches will be established in Edmonton and Calgary.

Obituary.

The death occurred suddenly at Brandon, Man., on Nov. 10, of W. B. Kerr, a traveler for Burrow, Stewart & Milne, Hamilton, Ont. The deceased lived in Guelph, Ont., where he is survived by a wife and two children.

One of Brantford's best known citizens in the person of Joseph Stratford, died suddenly on Nov. 13. For many years he was manager of the Farmers' Binder Twine Co. The late Mr. Stratford took an active interest in all matters pertaining to the Brantford General Hospital, which was formerly the John H. Stratford Hospital.

Edward Larter died suddenly in his office at 501 Spadina Ave., Toronto. While telephoning, he was seized with an attack of heart failure and dropped dead. Mr. Larter was 55 years of age, and was born in Fergus, Ont., residing later in Teeswater and Harriston before coming to Toronto 35 years ago. For many years Mr. Larter had been engaged in the heating and ventilating business.

Personals.

W. H. Brown, sales manager, A. Ramsay, Son & Co., is in Winnipeg on business.

L. C. Stephens of the G. F. Stephens Co,. Winnipeg, was a recent business visitor in Chicago.

O. A. DeGaw, representing the Western Clock Co. of La Salle, Ill., is expected in Montreal this week.

J. O. Notman, representing the McKinnon Dash Co. of St. Catharines, Ont., was in Montreal this week.

Mr. Ross, of Ross & Smellie, hardware merchants, Elgin, Man., was in Winnipeg last week visiting the trade.

W. S. Smart, representative of Julius Berbecker & Sons, of Arlington Heights, Ill., is expected in Montreal this week.

E. A. Sherlock, representative of the Miller Lock Co. of Philadelphia, Pa., is expected to be in Montreal next week.

L. N. Vanstone, of the Canada Steel Goods Company, Hamilton, is expected to call on the trade in Montreal next week.

Mr. Blackburn, representing H. & D. Folson Arms Company of New York, was in Montreal this week calling on the trade.

J. J. Robb, for the past two years manager of the Kennedy Hardware Co., Stratford, has severed his connection with that firm.

J. E. Marceau, hardware merchant of Cookshire, Que., recently had an operation performed on his right hand, which was afflicted with blood poisoning.

Wm. O'Dell, of O'Dell and Mitchell, hardware merchants, London, Ont., visited "Occident Chapter of Royal Arch Masons, Toronto," last week along with a large party of masons from London.

E. H. Dunton, hardware merchant, Strongfield, Sask., was in Winnipeg last week. Mr. Dunton is the pioneer merchant in the Strongfield district, and reports this year's crop as excellent.

COMPANIES INCORPORATED.

St. Thomas Bronze Co., Ltd., head office, St. Thomas, capital $200,000, to manufacture and deal in brass, iron, manganese, and all other metals.

North-Western Brass, Ltd., head office, Winnipeg, Man., capital $1,000,000, to manufacture and deal in bronze, brass, iron, steel, manganese, etc.

Ontario Companies Incorporated.

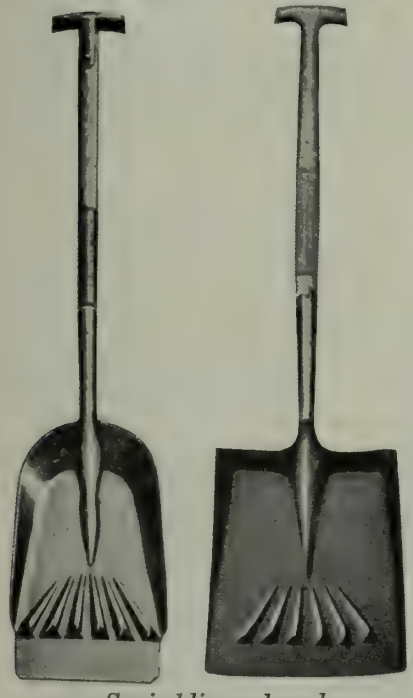
Blair Bros., Ltd., Woodstock, Ont., capital $100,000, to manufacture and deal in cement pipes, drain tiles, blocks, etc.

NewGoods Offered Canadian Hardwaremen

Sprinkling Shovel.

The Fire King sprinkling shovel here illustrated is being offered to the Canadian hardware trade by George A. Marshall, 70 Lombard St., Toronto.

The shovel plate which is made of high quality steel has six raised flutes or ribs and has no holes. It is made in



Sprinkling shovel.

any shape for locomotive or stationary boilers and is also made with the "D" shaped handle.

It is claimed that the sprinkling shovel spreads the fuel so finely over the fire that the gas is driven off suddenly and very quickly ignited. Keeping up the furnace temperature to its maximum, an extra supply of air is unnecessary and the drought may be lessened by partly closing the damper. By sprinkling fuel thinly over the fire, it enables it to burn equally and prevents the fuel from caking into a solid mass.

The shovel was designed to get a similar effect as with a mechanical stoker which increases the amount of steam generated in the boiler by sprinkling, but without the first cost.

It is claimed that a saving is effected because less draught is necessary, and a higher and more constant temperature is maintained in the furnace, therefore keeping up more constant steam pressure.

The chief advantages claimed are:—No caking of coal; less skill required by firemen; less smoke is emitted from the chimney; a cheaper class of fuel may be used; no extra cost of upkeep; an increase in the efficiency of the boiler with a smaller fuel bill; more steam may be generated in the boiler.

IVER JOHNSON'S NEW BICYCLES.

The accompanying illustrations show two new models of bicycles being offered to the trade for the 1914 season by the Iver Johnson's Arms and Cycle Works, Fitchburg, Mass.

The Iver Johnson Mobicycle model, 1487 M, is built with the line of a motorcycle, having a double bar frame, with a drop in the top bar.

Handle bars and pedals are of the motorcycle type, and a stand which latches to the mudguard enhances its resemblance to a motorcycle. Mudguards, a Parson's saddle, Goodyear pathfinder tires and a roller chain are among the regular equipment.

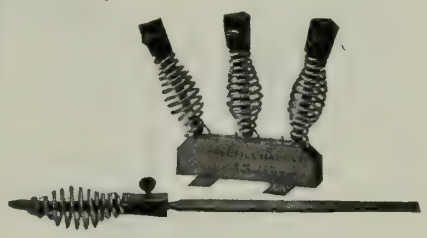
The other new model is the Hygienic Cushion Frame Model, 1489 C. This wheel comes in either the truss or the diamond frame.

Two telescoping steel cartridges form an air cushion at the top of the rear frame, while three steel leaf springs in the lower stays are brazed to the hanger. By these means, it is claimed, road shocks are absorbed and the rider's comfort greatly increased.

The company have recently issued an 80-page booklet fully illustrated. Copies of the booklet will be mailed to dealers on request.

NEW DOW FILE HANDLE.

A new adjustable file handle is being offered to the Canadian hardware trade by the Dow Mfg. Co., Jamaica Plain, Mass.



Dow File Handle.

The accompanying illustration shows the file handle and display stand.

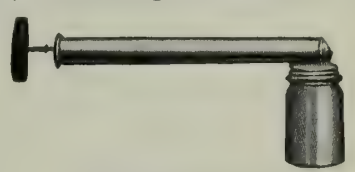
The company claims that the new file handle is of durable construction, and can be easily and quickly adjusted to fit any file from three to twelve inches, regardless of shape.

It takes only a few seconds, it is claimed, to remove one file and put another in its place. In this way one handle will do for several files.

The handle is made of wire, and fits the shape of the hand. Handles are packed one dozen in a box, with display stand.

SIMPLEX GLASS JAR SPRAYER.

The Simplex Mfg. Co., St. Peter, Minn., are offering the hardware trade

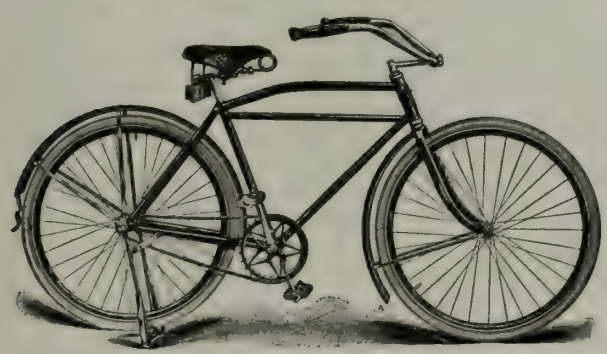


Simplex Sprayer.

the new Simplex glass jar sprayer here illustrated.

The new sprayer is a combination powder gun and sprayer. The pump is made of heavy tin, 1½ inches in diameter, 15 inches long. It is claimed that the pump leather is treated so that it

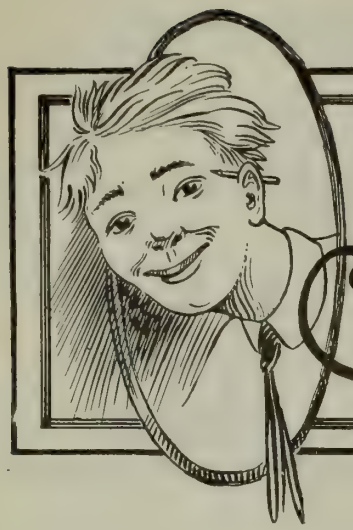
(Continued on page 63.)



Iver-Johnson Mobicycle.



Iver-Johnson Cushion Frame



THE JUNIOR CLERK'S PAGE

ABOUT HONESTY.

It is a fine thing for a store to have the reputation of being entirely honest in all of its dealings, but we doubt if such a reputation can be acquired through advertising. We are inclined to believe that the "holier than thou" advertising that is used by some merchants fails to accomplish any very great results. If a store is honest, the people will find it out soon enough—and an inclination to dishonesty will be discovered quite as quickly. The occasion for these remarks lies in an argument that has been running in the advertisements of two stores in an Eastern city as to which is the more honest—at least that is what their arguments amount to. Both claim to have preceded the other in the matter of establishing the one-price system. As their arguments take them back nearly half a century, it seems hardly probable that the present day shopper will become wildly excited as to which store has the prior claim to the contested distinction. This sort of advertising, if such it can be called, seems all the more useless since both stores are widely known for their honesty.

* * *

SOMETHING WE SOMETIMES FAIL TO DO.

If you see a tall fellow ahead of a crowd,
A leader of men, marching fearless and proud,
And you know of a tale whose mere telling aloud
Would cause his proud head to in anguish be bowed,
It's a pretty good plan to forget it.

If you know of a skeleton hidden away
In a closet and guarded and kept from the day
In the dark, and whose showing, whose sudden display,
Would cause grief and sorrow and lifelong dismay,
It's a pretty good plan to forget it.

If you know of a thing that will darken the joy
Of a man or a woman, a girl or a boy,
That will wipe out a smile or the least way annoy
A fellow or will any bright gladness cloy,
It's a pretty good plan to forget it.

* * *

PERFECTION.

Perfection is a matter of constant striving to improve. The reason most of us don't get nearer to perfection is because we are satisfied with our present state of progress—contented to do things just as we have always done them—serene in following the old methods and accustomed tracks simply because the ability to improve, to go ahead, to approach nearer to perfection means a little effort.

* * *

MERCANTILE LEAGUE.

The annual meeting of the Toronto Mercantile Hockey League was held in the parlor of the Empress Hotel. All of last year's teams, including W. R. Brock, Massey-Harris, Aikenhead Hardware, H. S. Howland & Co., Canadian Fairbanks, Warwick Bros. and Rutter, were represented. A couple of new teams will be needed to complete a league of eight teams.

* * *

Hardware and Metal has recently received inquiries as to the origin of the term "sad iron" as applied to the common sad iron used for ironing purposes.

We have also been asked the origin of the term "Parliament" as applied to parliament butts.

We would be glad to have the opinions of our readers as to the origin of these terms.

RULES FOR GOLF.

An English "pote" gives the following rules for golf in versified form:

Swat the ball and walk a mile,
Swat the ball, it's worth your while;
Walk a mile and swat the ball,
Walk some more, nor is that all.

Swat the ball and walk—what then
Swat the ball and walk again;
After that you walk and—what?
Once again the ball you swat.

Swat the ball and walk still more,
Keep on swatting as before;
When as far as this you've got
Swat and walk, then walk and swat.

* * *

REMARKS OF THE JUNIOR CLERK.

Backbone and action are what it takes to win.

* * *

Confidence is the stepping-stone to success.

* * *

There is only one way to break a record—work.

* * *

An ounce of fire protection is worth many pounds of water pressure.

* * *

Now is the time for the early turkey rumors to begin floating into town.

* * *

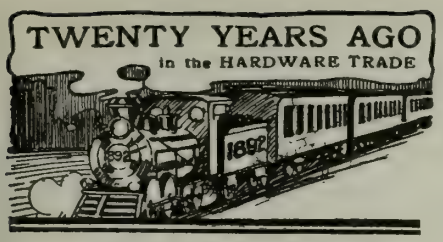
You can have pretty much what you want in this life if you are willing to work for it and pay for it.

* * *

The man that keeps watching all the time for the main chance generally falls short in his duty to the ordinary chances that are coming along every day.

* * *

When you hear a young man say the world "owes me a living" you can make up your mind that he owes the world's people enough to balance the debt.



The following items were taken from the issue of Hardware and Metal of November 25, 1893:—

"The Conservative candidate in the County of Peel is Richard Blain, a Brampton hardware merchant."

Editor's Note.—Richard Blain, M.P.P., is still in the hardware business in Brampton. He has been in the House ever since.

* * *

"Robert Kingan, for many years in the hardware business in Peterboro, died on Sunday, aged 78 years."

Editor's Note.—This business is still running under the name of the Kingan Hardware Co., Ltd., and has grown considerably during the past twenty years.

"T. W. Boyd, jun., of T. W. Boyd & Sons, Montreal, has just returned from a six weeks' trip to England and the Continent."

Editor's Note.—T. W. Boyd & Sons are still in the sporting goods business in Montreal.

* * *

"Dugald Reid, of Georgetown, was touring the Toronto warehouses this week."

Editor's Note.—The hardware business in Georgetown is now being conducted by Laird Y. Reid.

* * *

"The Commercial Cable Co. have signed a contract with Siemens Bros. for the laying of a new Atlantic cable next spring between Ireland and Nova Scotia. It will be 2,200 miles in length, and will have the greatest known carrying capacity."

* * *

"'So you are representing Hardware,' said W. C. McFarland, hardware merchant, Parliament Street. 'Well, it is a good paper, and I manage to get a peep at it once a week.' Yes, I am doing a fairly good trade just now. Things seem to be in a bad way in the United States. We have had some travellers visit us from over there, but Canadian manufacturers are cutting them out of many lines that they formerly carried. There used to be one thing that went against the Canadian manufacturer in small goods, such as screws, tacks, small shelf goods, etc. The Americans used to put their goods up so much more neatly, while the Canadians were satisfied if they were simply in a piece of brown paper and labelled, instead of in a neat cardboard box. They are, however, falling in line, and we now receive goods of this kind much more neatly packed than we used to."

Editor's Note.—W. C. McFarland is still in the hardware business in Toronto, and although twenty years have elapsed since this interview, he is still a subscriber to Hardware and Metal and reads it every week. He states that there is nothing that gives him better value for his money than Hardware and Metal.



The Winnipeg Paint and Glass Co. curling team, winners of the Lumbermen's Bonspiel last year: Back row, John Drewe (third); J. S. McDiarmid (Skip); Front row, Chas. McDiarmid (second); E .L. Sauder (lead)

HARDWARE LETTER BOX



Linen Shipping Tags.

R. T. Holman, Limited, Summerside, P.E.I.—"Kindly give us the name of manufacturers of Linen Shipping Tags."

Dennison Mfg. Co., Montreal, Toronto; Kilgour Bros., Toronto; F. N. Burt Co., Toronto; Business Systems, Ltd., Toronto.—Editor.

Salamanders.

Bernhardt & Spalding, Preston, Ont.—"Please advise us through your paper where Salamanders are made."

Gurney Foundry Co., Toronto.—Editor

Gasoline Lamps.

Moyes Chemical Co., Toronto, Ont.—"Can you inform us of any firm manufacturing Gasoline Lamps."

Pittsburgh Lamp, Brass & Glass Co., Pittsburgh, Pa.—Editor.

Hart & Smith Repairs.

J. B. Crawford, Dutton, Ont.—"Can you tell us where we can procure repairs for stoves manufactured by Hart & Smith, Toronto?"

This pattern of stove is now obsolete. M. A. Caswell, 380 Queen St. E., Toronto, however, carries some of their repairs.—Editor

Circularizing the Dealer

¶ "I had not made a personal investigation of the retail situation for a year or two," said an agency solicitor and service man, "and I thought I would go out and get a line on it as a help to preparing a trade circular.

¶ "And what do you think I found? Why, some of the retailers I saw were getting fifty and sixty circulars a day! The worst was in the grocery line, but the drug line was almost as bad. Read them? What a chance! Nine-tenths of them went to the floor and were swept up unopened.

¶ "I have had some experience as to the waste of dealer literature before, but the condition to-day surpasses anything I have ever seen. It has grown much worse in a single year. There is no doubt about it, the dealers are being frightfully over-circularized."

¶ If that is so, and of course it is, what becomes of the specious claim of "exclusive attention" made for the trade circular or prospectus? What sort of impression does the retailer get of national advertising when he sees, daily, this enormous waste of advertising effort, and compares the inflated claims of many advertisers with respect to consumer advertising with their failure to get a hearing from him, the very first milestone on the way.

¶ Multiply this waste of trade circulars by their cost, both in postage and printing, and then draw a direct comparison with the same message when put through the columns of the trade press, the standardized medium for reaching the dealer. Of course, the efficiency of the trade papers in different industries varies; but as a rule there is at least one first-class medium in each field.

¶ There are several good reasons, aside from cost, why the trade circular should not be thoughtlessly used, and why advertisements to the trade should be made preferentially in the trade press. One of these reasons is that the trade press represents an organized attention and medium of publicity, comparable to a clearing-house or public market. At a certain stage in the development of an industry or business, it comes almost automatically into existence to economize the effort and cost of doing business previously being done in an unorganized way. So far from having its publicity-power weakened by the increase in its advertising pages by the apparent increase in competition between advertisers, the very reverse is true. Because with the growth of size goes the growth of income or means of improvement, and with improvement prestige and power. From either the retailer's or the advertiser's point of view, this condition is ideal in that it fixes the time, the place, and, as far as possible, the character of the advertising appeal. It makes an appointment with a high percentage of the paper's readers, and if it has a real message to deliver, keeps it.

¶ Dollar for dollar, effort for effort, idea for idea, the opportunities for cashing in are much greater in the trade press than in the trade circular. Some advertisers talk of putting more ideas and more power into their trade circulars to lift them out of the ruck and give them a better chance at the retailer's attention. Why not put the same time and effort into the trade-paper copy?

—Editorial, Printers' Ink, November 6, 1913.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

The markets are in much the same condition as last week. The continued mild weather has had a tendency to make the markets quiet.

In the metal markets a fair amount of business is passing in small lots. The paint business is holding up well and the demand is active. One manufacturer this week announces a reduction of ten cents per gallon in ready-mixed paints.

The hardware trade is rather quiet at present. Screws have declined 10% in price. Lamp chimneys have advanced and Montreal reports a reduction in the price of cut nails.

Toronto reports show some advances in metal quotations.

The stove trade are anxiously awaiting the arrival of cold weather.

MONTREAL.

Montreal, Nov. 19.—Mild weather, coupled with a disabled telephone service, has had a tendency during the past week to make the local market quiet. The weather we are enjoying at present is very exceptional for this season of the year and a cold spell is necessary before business will be what it should be as dealers seem to be holding back waiting until a demand is created for stock which is generally ordered about this time of the year. The most noticeable line being snow shovels which have not as yet made any move.

Circular letters have been received from different Sheffield cutlery firms confirming the advance in prices. The reasons given for this step are the serious increase in raw materials and the increased wages now in effect.

An additional 10 per cent. discount has been added to screws and the full discount now in effect is 85—10—7½—10.

Cut nails have been reduced to $2.50 per keg, base.

Lamp chimneys have been advanced in price and are now quoted as follows: Size A, 55 cents per dozen, and size B 75 cents per dozen.

Electrical goods are in good demand locally owing to the approach of Christmas. All these new devices are very popular and the volume of business in this line has grown greatly in the past year.

The lines which have been most active during the past week are much the same as in the past couple of weeks, namely, weather strip, plated ware and cutlery, hockey sticks and skates and sleigh bells. Quite a noticeable demand has been made for food choppers.

The metal market remains much the same as last week with prices fluctuating to a certain extent. Business is rather quiet in all lines. Quotations from London yesterday were as follows.

Tin.—The market closed strong with prices showing an advance over last week of £2 15s., yesterday's quotation being £181 15. 0. There is also an advance on the New York market over last week, the prices quoted being $40.25 for 5-ton lots, while $40.45 is quoted for smaller quantities. Locally, prices remain the same.

Spelter.—The London quotation for spelter is £20 12s. 6d. an advance of 2s. 6d. over last week There is nothing of much interest to note as the market is very dull but as there seems to be no active competition among sellers the price remains about the same as last week. Neither the galvanizers nor the brassmakers give any evidence of buying.

Lead.—The demand for lead continues to be light and the market is dull. London quotes £19 2s. 6d. which is a further reduction from last week's quotation of 5 shillings. The Mexican situation is effecting this to a great extent. However, prices are lower now than they have been for some time and it is not thought that they will go much further. Local prices are the same as last week.

Copper.—The price of copper has shown an advance of £1 2s. 6d. over last week, the quotation being £69 10s. 0d. Buyers seem to be holding off for lower prices and at the beginning of the week it looked as if they were to get them as on Monday copper was down to £67 15s. but it firmed up again on Tuesday. Local prices are unchanged.

Antimony.—The market is very quiet with nothing of especial interest to note.

Iron.—The London market is still weak, prices having declined 17 shillings since last week. Yesterday's quotation was £48.10.0. Local prices are unchanged.

The stove business is still dull, compared with other years, there being only a quiet business passing. The weather, of course, is responsible for this situation as it has been exceedingly mild for this season of the year. A cold snap will, no doubt, make things hum in this line. The briskness which has been in evidence in the heating line seems to keep up and the past week has been a good one. Numerous orders are being received for parts, which would indicate that a general repair business is being carried on. Most large contracts are nearing completion.

TORONTO.

Toronto, Nov. 20.—Hardware jobbers are experiencing a quiet period just at present. Christmas orders have in nearly all cases been shipped, and sorting orders for immediate requirements are light. Cooler weather would help business a great deal, and would help to move many of the lines of winter goods now inactive.

A decline of 10 per cent. has taken place in the price of screws.

Stove manufacturers report a decided

QUOTATIONS ON HANDLES.

Second Growth Ash, Fork and Shovel Handles	35%
Extra Ash Fork, Hoe, Rake and Shovel	45%
No. 1, and No. 2, Ash Fork, Hoe, Rake and Shovel Handles	50%
Team Whiffletrees and Neckyokes	30%
White Ash Carriage, Buggy and Democrat Whiffletrees and Neckyokes	35%
All Other Ash Goods	40%
Railroad and Navvy Pick	35%
All Other Hickory, Maple and Oak Goods, excepting, Heavy Team Doubletrees and Hickory Cant Hook Handles	40%
Hickory Cant Hook Handles	30%
Doubletrees	35%

improvement in business during the past week, and stoves are moving freely.

Metal markets have exhibited more strength during the past week than has been noted for some time.A fair amount of business is passing, but mostly in small lots.

Metals.

The metal markets this week exhibit strength. Tin has advanced 1 cent. per lb. Copper has advanced ¼ cent per lb. Pig iron remains unchanged, while firmness is shown in spelter. Iron and steel products show weakness. Lead remains unchanged.

A fair amount of business is being done, but mostly in small lots. Stocks are low and buyers are cautious.

Trade in scrap iron is very quiet at present.

Decline in Screws.

Quotations on flat and round head bright and brass wood screws have declined 10 per cent., and the new quotations are shown in the accompanying panel.

Nails and Wire.

The demand at present is not heavy. Nails are quoted at $2.25 base, although price cutting is in evidence. Quotations on wire appear in current market quotations.

Heating and Plumbing Goods.

One of the large firms dealing in heating and plumbing goods report that their turnover up to date has been greater than their turnover during the corresponding period of last year.

Trade in the large cities was much below the record of last year, but a large increase had taken place in the volume of business secured from small towns and in cities from 10,000 to 30,000 population. Collections were also better in the smaller places than in the larger cities.

Electrical Goods.

With the approach of Christmas the retail trade expect a good demand for electrical goods of all kinds. A large number of dealers have stocked up heavily in this line in expectation of a good demand during the Christmas gift-purchasing season.

Rope and Twine.

There is no change in rope quotations, and the demand is normal. Latest reports from Manilla state net stock of hemp on hand is 196,000 bales, a decrease of 26,000 bales, compared with the stock on hand at the corresponding period of last year.

Toronto quotations are as follows:—Pure Manilla, 16½ cents base; British hemp, 12½ cents base; Sisal, 11½ cents base.

Stoves and Heating Lines.

Trade in hot water and steam heating lines is reported quiet, although there is a very heavy demand for supplies necessary for repair work. Retail dealers conducting businesses where repair work is undertaken are rushed to their full capacity.

Trade in the stove line has shown considerable activity during the past week, and manufacturers report a big improvement in the demand for ranges and heaters.

Gas ranges are also in excellent demand for this season of the year. When the cool weather sets in there will be a big movement in stoves, and the retailers are anxiously awaiting a cold snap.

Repair parts and also such lines as ash sifters, coal hods, shovels, etc., are in excellent demand at the present time.

Christmas Goods.

Jobbers have completed most of their shipments of goods for the Christmas trade, and retailers are in many places pushing the sale of Christmas lines.

Department stores, realizing the dullness in some lines of trade, are actively pushing the sale of Christmas goods. Hardware dealers, who have not started their Christmas campaign should begin at once to push sales vigorously and secure a fair share of the profitable Christmas trade, the total volume of which this year may not prove to be as large as in some of the past years.

WINNIPEG.

Winnipeg, Nov. 18.—There has been considerable activity during the past week in Christmas goods and holiday specialties, but the movement is now practically over, and it is early for any sorting trade.

There is a moderate demand for builders' supplies, and the building season of 1913 is practically at its close. Prospects in these lines are excellent for next year, and some very satisfactory orders have been already booked.

It is with regret that it is reported that losses of hardware in transit on the lakes during last week's storm were very heavy, and stocks at wholesale in some lines are in danger of running very low before fresh shipments from manufacturers can come in. Some stuff could only be got here at a prohibitive price by the all-rail route, and can hardly be got here now before the close of navigation.

Considerable changes may be anticipated in the prices of ammunition, particularly of loaded shells next year. It is probable that there will be something of much interest to the trade to announce in the next issue of Hardware and Metal.

Stoves and Kitchenware.

The weather continues to be exceptionally mild, and though the general movement of heating apparatus has been on the whole satisfactory, sorting orders so far have not come in up to expectations. There is need of some real snappy weather to give the stove dealers and coal men an innings.

Paints and Oils.

Business in paints and oils is seasonably quiet, as outdoor work is practically shut down for the season. Window glass is still active. Prices in all lines are steady. Travellers report prospects for spring business as very good, and very satisfactory orders are being secured.

The North-West Grain Dealers' Association issued an estimate of the year's crop last week and gave the figures of wheat already gone through. They place the reserve for marketing in farmers' hands at only 45,000,000 bushels, as against 80,000,000 at this time last year. The movement of grain is going on without abatement, and it is satisfactory to note a marked improvement in prices over those of one month ago.

W. B. Kerr, well known to the trade as traveller of the Burrow, Stuart & Milne Co., died in Brandon Monday last after a few hours' illness. Mr. Kerr was a native of Guelph, Ont.

H. J. Fuller, president of the Canadian Fairbanks-Morse Co., addressed the Science Undergraduate Society of McGill University, Montreal, on Wednesday, November 12, taking for his subject "The Engineering Salesman."

W. A. Mitchell, hardware merchant, Kingston, will in all probability be appointed commanding officer of No. 3 Company, C.A.S.C., in succession to Major G. H. Gillespie, who was some time ago made inspector and organizer of the Cadet Corps of this division.

NEW DISCOUNTS ON SCREWS.

Wood Screws, Flat Head, Bright	85-10-7½-10%
Wood Screws, Round Head, Bright	80-10-7½-10%
Wood Screws, Flat Head, Brass	75-10-7½-10%
Wood Screws, Round Head, Brass	70-10-7½-10%

CHRISTMAS AND THE HARDWAREMAN.

(Continued from page 39)

call for your calendar yourself. Give your name and number. Please do not send children, as we have found it necessary to treat all the little folks alike and not give any to them.

"Bring this part of card with you not later than Dec. 20th, 1913. After that date we will give the calendars not called for, to those we missed.'

"Your number is No. 926."

Merchandising Methods.

An early start is an essential feature of the campaign as it gives the hardwareman an opportunity to get much work, such as preparation of advertising, done in advance.

In this number all phases of the Christmas trade — advertising, window trimming, cards, sales methods, etc.— are dealt with at some length. The various articles presented treat each subject in practical manner and should be given consideration.

NEW GOODS.

(Continued from page 57.)

always remains soft and pliable. The sprayer has a pint glass jar, which if broken can be replaced by an ordinary pint mason jar.

The sprayer is so constructed that you can spray up or down in any position.

It is claimed that with the new sprayer it is possible to blow lice powder, insect powder, cabbage worm powder, fly powder, hellebore, healing powder, paris green, etc., or spray solutions, disinfectants, sheep dip, Bordeaux mixture, etc.

The sprayers are packed two in a box and six boxes in a case.

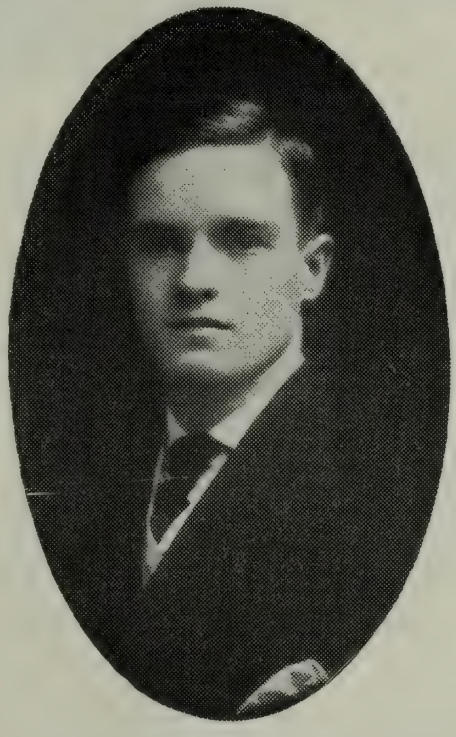
"RONUK" POLISHES.

Ronuk, Ltd., Portslade, Brighton, Eng., makers of "Ronuk" sanitary polishes have opened a Canadian office at 53 Yonge street, Toronto. The firm are now offering the Canadian hardware trade the Ronuk line including Ronuk sanitary polish and cleaner for woodwork, linoleum, parquet and stained flooring, enamelled portions of motor cars, etc.; Ronuk floor polish; Ronuk liquid floor polish; Ronuk floor polishing brushes; Apex liquid metal polish.

The manufacturers of Ronuk have devoted special attention to the sanitary treatment of floors. It is claimed that Ronuk finishes are composed largely of antiseptic materials, which possess the same germicidal properties as common disinfectants but are without their disagreeable characters of smell and corrosive qualities.

TO COVER EASTERN CANADA.

The trade will be interested to learn that Malcolm Isbister will represent The Peck, Stow & Wilcox Company in Eastern Canada, including the Maritime Provinces.



Mr. Isbister is a Canadian born, and is thoroughly conversant with the requirements of the trade.

He has had 13 years of practical experience both in selling and buying hardware, his last connection having been with a large American jobbing house. He has also had prior experience in the Canadian North-west.

RIVAL TO DAMN FAMILY.

Ice Cream Manufacturer Named Hell Has Startling Sign.

The Damn family, of world fame, bids fair to lose its renown by discovery of the Hell family in the town of Farrell, Pa., built by the United States Steel Corporation.

Members of the Hell family are not averse to using their names in a business way. The head of the family, Conrad Hell, an ice cream manufacturer, has signs reading "Go to Hell for ice cream!" scattered throughout the city. Another sign reads:

"Have you been to Hell? It's the coolest place in Farrell."

When a stranger enters Main Street he is startled by a big bill-board reading:

"Hell is here! Don't miss the place."

A block farther down the street this sign is encountered:

"You will find everybody there on a hot day. Hell is always open."

The big sign which, however, attracts most attention is in front of Hell's place of business. It represents a young couple eating ice cream and the young woman saying to her escort:

"Hell for mine; always."

PLAIN HIGH COST OF LIVING REASONS.

When the editor of a Missouri newspaper was asked for the reasons for the high cost of living, he wrote the following:—

"A gentleman requested that we publish the cause of the high cost of living. Our views in a condensed form are that we've let a lot of timber go to waste and are now buying wire fences and lumber from foreign countries; we throw away our grease and ashes and buy our soap; we raise too many dogs and buy too many hogs; we raise too many weeds and buy too many vegetables; we catch a 5-cent fish with a $4 rod; we build a schoolhouse and send our children off to be educated; we send our boys out with a $40 gun and a $10 dog to hunt 5-cent rabbits and 10-cent birds, and lastly we mortgage our homes to buy four-priced automobiles that we don't know how to operate or keep up. It is the cost of 'high living,' and not the high cost of living, that ails this country."

NEW BOOKS.

The Scientific Heater Co., Cleveland, Ohio, have recently issued a very interesting book on the heating of garages. This is a problem of vital interest to all users of cars, and the method which must be adopted on account of the possible leakage of gasoline, and also the storage, will need to be one which will ensure no igniting of the said gasoline. This book is very nicely gotten up, and can be procured free by writing The Scientific Heater Company, Cleveland, Ohio.

CHANGE OF NAME.

Public notice is hereby given that under the provisions of the Ontario Companies Act, the Secretary of the Province of Ontario has, by an order, dated the 24th day of October, 1913, changed the corporate name of Miller, Limited, to that of Dominion Brass Corporation, Ltd., S. A. Armstrong, Assistant Provincial Secretary.

H. A. McKenzie, Wadena, Sask., is in Winnipeg to get specialist's advice in connection with the illness of his little daughter. He has the sympathy of the trade.

Methods of Retailing Paints and Varnishes

Decorating the Home for the Festivities

Before Christmas Comes, People Endeavor to Make Their Homes as Bright and Attractive as Possible—This Gives the Paint Dealer a Splendid Opportunity to Push the Sale of Specialties.

Few people there are who do not wish to have their homes bright and cheerful during the Christmas holiday season.

It is the one season of the year when the home is the great centre of attraction.

Annual home-comings are the order of the day and the folks at home are eager to have the place presenting its very best appearance. Every effort is made to make the interior of the home attractive and for this purpose purse strings are loosened to a greater extent than at any other time.

The average householder is eager to receive suggestions for home decorating and renovating. This eagerness on the part of the householder leaves an opening for the hardware dealer to show how paints and interior decorative materials can be used with good effect in giving the home interior the much desired attractive appearance.

No matter how attractive the furnishings of the home may be, the whole effect is spoiled if the walls, woodwork or floors are not properly finished or decorated.

Even in homes where a liberal supply of paint has been used there are generally a few places where the application of paint or varnish will add tone to the general appearance.

There are also many ornaments of various kinds that need retouching.

The dealer naturally asks the question: "How can I offer suggestions showing my customers and others that they can make their homes more attractive for Christmas by using paint?"

There is only one answer and that is "advertise." There are, of course, a good many methods of advertising.

Some people buy things because they need them—some people buy things because they think they need them—but most people buy things because they are advertised.

Good advertising reminds people of real wants and creates wants that did not exist before. By good advertising you can remind people of many real wants which they overlook but which they will remedy if brought to their attention.

There are also the wants which can be created. If you can show your customer that the walls of his home can be greatly improved in appearance and that re-decorating would be advantageous, the chances are that you have created a want and he will likely become a purchaser of wall finishes.

One of the best methods of advertising is the newspaper, through the medium of which, if your ads. are properly prepared, you can offer suggestions for interior home decorating that will create many enquiries.

The show window can also be used in offering suggestions but it should be remembered that the mere placing in the window of a number of cans of paint will not produce the desired effect.

Show cards and other advertising matter should be used liberally. It is wise to show a sample of the work, for instance, if wall finishes are being featured one or two panels of wall board can be painted and placed on display.

These panels should be accompanied by a show card telling how the work was accomplished and other particulars such as covering capacity, lasting qualities, approximate cost, etc.

Personal letters from the dealer or manufacturer will also aid in creating sales and if the dealer has a complete mailing list he can accomplish a great deal in creating enquiries by sending out letters offering suggestions and containing samples, etc.

All the advertising matter should strongly emphasize the fact that the painting or decorating should be undertaken at once in order to have the home interior in first-class condition before Christmas.

A strong appeal from the hardware dealers to home owners to decorate their home interiors in order to make them attractive and cosy for the Christmas holiday season should be productive of many sales.



INSPECTION OF LINSEED OIL.

The chief analyst of the Inland Revenue Department has issued a report dealing with the inspection of linseed oil in Canada.

The report gives in synoptical form the results obtained with, and other information concerning 53 samples of linseed oil purchased in various parts of Canada by inspectors during December of last year and January of the present year.

Linseed oil comes within the scope of the Adulteration Act, both as a drug and as a paint mixture, being included in admixture with white lead, in schedule 4 of the Act.

Regarded as a drug it is described by the British Pharmacopeia as follows:—

The oil expressed from linseed at ordinary temperature. Characters: Viscid, yellow, with a faint but distinct odor and bland taste. Specific gravity, 0.930 to 0.940. It is soluble in ten parts of alcohol (90 per cent.) and in oil of turpentine. It gradually thickens by exposure to air, forming when spread a thin layer on glass, a hard transparent varnish. It does not congeal above 4 deg. Fahr.

This description applies to the article known as raw oil.

The chief commercial value of linseed oil arises from its use as a paint and varnish material. The oil rapidly absorbs atmospheric oxygen, with formation of a tough, resinous mass, and is the best known example of a so-called "drying oil."

The readiness with which it takes up oxygen is increased by heating to 180 deg. C., and especially by heating in presence of certain metallic oxides or salts. When it has undergone this treatment it is known as boiled oil.

Owing to the fact that commercial linseed is never pure, it follows that the oil expressed from such seed varies in character within limits depending upon the nature and amount of foreign seeds in admixture.

Adulteration.

Linseed oil, both raw and boiled, the report states, is frequently adulterated by addition of hydro carbons, rosin oil, fish oils. Cotton seed oil has sometimes been used as an adulterant, and soya bean oil is suspected.

Owing to the great variety and diverse character of available adulterants for linseed oil, and to the inevitable variability of the article even when commercially genuine, the detection of adulteration in linseed oil is far from being a simple matter.

Most of the samples purchased by the inspectors were supplied as for use in the arts and not as drugs, and on this account, the report states, it would not be

REAL GOOD BRUSHES



ARE ADAMS BRUSHES

YOUR CUSTOMERS WILL ASK FOR THEM

Because they are the best made brush on the market. They have always done good work, and have found satisfied patrons everywhere. Falling out bristles in Adams brushes are an infinitesimal quantity. Good painters invariably use them because they have withstood the test of time. To any inquiring customer that merely asks for "a brush" sell him "an Adams," and show him that you keep good quality stock. Adams brushes have a name envied by others.

Our salesmen are now on the road with our full line of sample brushes, and will be only too pleased to assist you in sorting up your stock preparatory to placing your spring order.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

LIQUID GRANITE

Makes Floors Hard as Stone—Bright as Gold

Nothing adds such touch of completeness and tone to a room as a well-finished floor.

Berry Brothers' Liquid Granite imparts to floors a smoothness and lustre that delights the eye. It brings out and protects the beauty of natural woods.

Liquid Granite is also ideal for use on linoleum and oil cloth, preserving their freshness and giving a beautiful glossy finish.

So tough and elastic is Liquid Granite that, although wood treated with it may dent under a blow, the finish will not crack. Nor is Liquid Granite affected by water. Wash it as much as you please. **It won't turn white.**

These splendid qualities in Liquid Granite are the result of our 55 years' experience in varnish making. This same practical knowledge and skill also insures the superiority of the other well-known Berry Brothers' products, such as Luxeberry White Enamel, Luxeberry Wood Finish and Luxeberry Spar Varnish.

Sold by Leading Dealers everywhere. Ask for your copy of our "Homebuilders' Booklet" — or write us direct.

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

World's Largest Varnish Makers

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Nov. 19.—The volume of business passing is keeping the manufacturers very busy and in most cases they claim they have all they can comfortably handle. Orders are being received for spring supplies in quantities and everyone seems to be quite satisfied with the demand. Several prominent firms in Montreal claim that their mixed paint business is far in advance of the corresponding month last year. Collections are a trifle slower than in previous years and in some cases additional accommodation is being asked but this is not causing any anxiety by any means. Navigation will close in a week or ten days and those retailers who can be reached by water routes are having their orders rushed in order to avoid higher rates.

The Martin Senour Company have reduced the price of mixed paints (100% pure) by 10 cents a gallon.

White Lead.—There is no change in the local market. As soon as the Mexican situation is settled it is bound to improve matters. The demand is seasonable but, of course, has fallen away from the active business done earlier in the fall. This, of course, is to be expected owing to the cessation of the out-of-door painting.

Linseed Oil.—Montreal prices are quoted as follows:

1 to 4 barrels.....Raw 53, Boiled 56
5 to 9 barrels .....Raw 52, Boiled 54
10, 50, 25 barrels .....Raw 51 Boiled 54
Carload lots 1 cent cheaper.

Some manufacturers are of the opinion that oil has reached bottom prices while others say that they do not look for an advance. The Argentine report would lead one to believe that an advance is most likely to occur in the future but of course, the crop in Western Canada was so good this year that it might offset the disappointment in Argentine. However, opinions seem to be split on the outcome. It is rumored that an advance for futures in flax is likely to occur and if this happens oil is bound to be affected.

Prepared Paints.—The volume of business passing has the manufacturer busy trying to keep up with orders. Spring orders are plentiful and as navigation closes in a week or ten days most jobbers are requesting that these come forward by boat in order to take advantage of the water rates.

Turpentine.—The market is firm and the price the same as last week. The demand is fair at this figure which is thought by some to be quite reasonable.

Petroleum.—Business is good and orders seem to be plentiful. Quite a number of shipments are moving via water routes in order to take advantage of the rates before navigation closes.

Glass.—With prices remaining the same business has been very good for this season of the year. Building operations are practically at an end in Montreal and the trade look for things to ease up a bit at this time.

Putty.—The demand is good with a fair amount of business passing. The prices remain the same as last week, as follows:

Bulk, in casks,.....$2.30 per 100 lbs.
Bulk, in drums .....$2.50 per 100 lbs.
Bladders, in barrels....$2.80 per 100 lbs.
With the usual advance of 70 cents per 100 lbs. for pure putty.

TORONTO.

Toronto, Nov. 20.—Business in the paint trade shows a slightly brisker tone than last week, and dealers and manufacturers are optimistic in their predictions regarding the future.

There is probably no one who can say exactly what future conditions will be, but present indications point to improvements before long in trade conditions. The paint trade is quite optimistic regarding the outlook for spring business, and unless something unforeseen occurs expect that the early spring will bring activity in all lines pertaining to the paint trade.

Manufacturers are going ahead with plans for their spring campaigns, and anticipate a heavy spring business.

Reduction in Ready Mixed Paints.

The Martin-Senour Company, Ltd., have announced a reduction of 10 cents per gallon on 100 per cent. pure paint.

There is a very fair demand for ready mixed paints at present. The lines in demand are principally for inside work.

A number of spring orders have been booked.

Linseed Oil.

Elsewhere in this issue will be found an article respecting the examination of linseed oil under the Adulteration Act. The examination was conducted by the Inland Revenue Department, and out of 53 samples examined, 36 were pronounced apparently genuine. Ten samples were of doubtful genuineness and seven adulterated.

There is no change in the oil market in Toronto this week, and quotations remain unchanged. Reports from the West indicate firmness in flax seed quotations, but no change has taken place here.

Following are present quotations per gallon of 9 lbs.:—

1 to 2 barrels .....55c per gal.
3 to 5 barrels .....54c per gal.
6 to 9 barrels .....53c per gal.
Boiled Linseed Oil:
1 to 2 barrels .....58c per gal.
3 to 5 barrels .....57c per gal.
6 to 9 barrels .....56c per gal.
10 barrels and over open.

Oil for less than one barrel 7 cents per gallon additional, with usual charges for cans.

Turpentine.

The demand for turpentine is not heavy at present, and quotations remain unchanged. Reports from the South indicate a firmer tone in the Southern market.

Toronto jobbers quote pure turpentine as follows:—One barrel lots, 65 cents per Imperial gallon; 2 to 4 barrel lots, 64 cents per Imperial gallon; 5 gallon lots, 72 cents per Imperial gallon.

White Lead.

The lead market remains unchanged, and orders are being booked for delivery up to December 15 at present prices.

Lead is quoted at $8.20 per 100 lbs. in ton lots, and $8.40 per 100 lbs. in less than ton lots.

Glass and Putty.

The demand for glass and putty continues active. Trade in the larger cities is not nearly as brisk as during the corresponding period of last year. The demand from the smaller towns compares favorably with that of the corresponding period of last year. Quotations on glass and putty remain the same as shown in current market quotations.

INSPECTION OF LINSEED OIL.

(Continued on page 66.)

Result of Analysis.

just to apply to them in strictness the standard of the British Pharmacopoeia.

Of the 53 samples obtained, 36 samples were pronounced apparently genuine, 10 samples of doubtful genuineness, and 7 samples adulterated.

The chief adulteration found consists in an addition of mineral oil, which undoubtedly forms the main adulterant on this continent.

This is the first occasion upon which a systematic examination of linseed oil has been made under the Adulteration Act.

The chief analyst states in his report there can be no doubt that the most effective way to prevent adulterated oil from coming into our country would be the adoption of the plan of making purchases of the article to carefully prepared specifications.

WHEN GEORGE II WAS KING



When the firm of Brandram was established, George the Second was on the throne of England.

That was a long time ago, and we wouldn't thus stir up the ancient dust were it not for the reason that from that day to this, for a period covering seven generations, the reputation of the manufacturers of

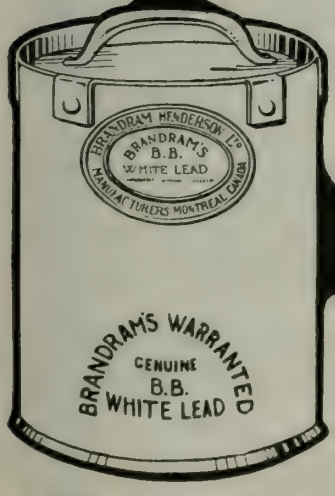
BRANDRAM'S B. B. GENUINE WHITE LEAD

has not only survived all the vicissitudes of time, but still carries with it, recognition of the fact that the White Lead manufactured by them for so many years, is the most uniformly reliable White Lead made.

The point is this. Inferior things die out in process of time, and only those survive that possess the highest order of merit.

When you think of White Lead, always remember that back of every pound of Brandram's B. B. Genuine stands one hundred and seventy-five years of unqualified success.

We have a booklet that goes into the question of White Lead thoroughly. Write for your copy to-day.



BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 35c; Hoo Hoo, 28c; "A," 25c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 60
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 09

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ⅛ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	17 75	17 25
Cut lengths, round bars, ⅛ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	.....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles, base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Merged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 39	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 90	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x60	8 90	8 90	9 50
28x28x60	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe. Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe. Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.15	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.59
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10¼	0 09¾
Heavy red brass	0 10¼	0 10½
Heavy yellow brass	0 08¼	0 08½
Light brass	0 06¼	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 75	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7¼c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 28	0 28
Wiping	0 28	0 28

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 50	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—		
X X, 14x56, 50 sheet bxs.)		
X X, 14x60, 50 sheet bxs.)	....	7 50
X X 14x65, 50 sheet bxs.)		

TINNED SHEETS.

72x30 up to 24 gauge, case lots	$ 50	....
72x30 up to 26 gauge, case lots	$ 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.90; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.30. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.55; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

FENCE STAPLES.

Galvanized		2 55
Plain		2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85



The QUALITY That Draws Trade



Of known quality and unsullied reputation

MINERVA PAINTS and PAINT SPECIALTIES

—the satisfaction-givers for nearly 80 years—draw steady and profitable trade to your store.

And we back your efforts with genuine co-operation and effective selling helps.

Full Imperial Measure in Every Can—Ask any Minerva Agent—He Knows!



Winnipeg
—
Vancouver
—
London, Eng.

PINCHIN, JOHNSON & CO. (CANADA), LIMITED.

377-387 Carlaw Avenue, Toronto

Established in England in 1834







Get the Success Habit

The man who makes up his mind to do a thing and does it, who first plans his work and then works his plan is the man who makes good—provided of course, that he plans correctly.

Right now is the time for thinking and planning for 1914—to make it the biggest paint year in the history of your business—Yes! And build it up from just where your business is to-day, be it large or small.

Of course, you could not hope to do double or triple your White Lead business by selling adulterated Lead, and on the same principle, you cannot hope to greatly increase your paint business with an adulterated paint.

But with the Line of Least Resistance, "100% Pure" Paint, selling is made remarkably easy, by reason that you are able to supply what your customers want. "100% Pure"—the paint for wear and weather satisfies every time—it is a continuous business-builder. Its merits are advertised extensively, and for 1914 it is certainly the one best proposition for the live dealer.

Investigate.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX





ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 ..... 0 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 2 90
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 26
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNORS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

¾-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each $2.60
22 .... 2.85
24 .... 3.12
26 .... 3.38
28 .... 3.64
30 .... 3.90
32 .... 4.16
34 .... 5.10
36 .... 5.40
38 .... 5.70
40 .... 6.00
44 .... 7.48

(COMMON SINGLE LADDERS)

8 ft., each ....$ .80
10 ft., each 1.00
12 ft., each 1.20
14 ft., each 1.54
16 ft., each 1.76
18 ft., each 1.98
20 ft., each 2.40
22 ft., each 2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

(PAINTERS TRESTLES).

5 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.36, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 1 00 1 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

"Ready" Roofing and "Black Diamond" Tarred Felt



"Cyclone" and "Joliette" Building Papers

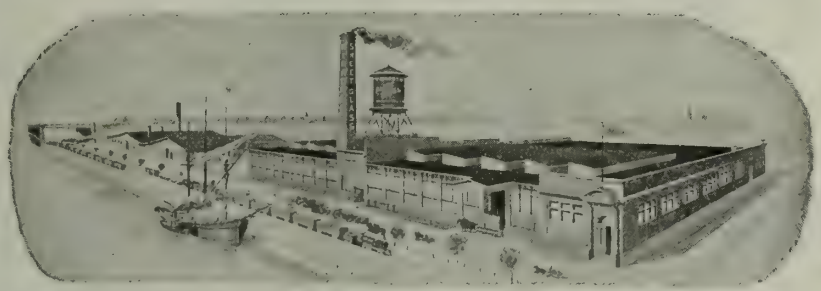
Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade **Wrapping Paper, which sells at a low price.**

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH TAILOR SHEARS



You'll Find Heinisch Quality and Heinisch Profit a Combination Hard to Beat.

"Heinisch" Tailor Shears are made by methods developed during the **85 years** of their manufacture.
The **quality** of material used, and the workmen employed are the **very best** procurable.
Heinisch high quality is also found in our **Scissors, Trimmers, Tinners' Snips,** etc.
Be sure to specify "Heinisch" Goods when ordering from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75

Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope	0 11½
Pure Manila rope	0 16½
"British" Manila	0 12½
African hemp	0 12½
Cotton, 3-16 inch and larger.....	0 27

Russia Deep Sea line, 7-16 and larger, 18c.

Jute, 7-16 and upwards, 10½c.	
Lath yarn, single	0 10¾
Lath yarn, double	0 11¼
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08

Cotton clothes line, 15 per cent. off.

Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine....	0 25
" 4-ply twine.....	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ¼c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2. hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 30 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½	10
"	R.H., bright	80	10 7½	10
"	F.H., brass	75	10 7½	10
"	R.H., brass	70	10 7½	10
"	F.H., bronze	70	10 5	10
"	R.H., bronze	65	10 5	10
Drive screws		65	10 5	10

Set, case hardened 60 10
Square cap .....50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45
Draining tools 60	60	
Scoops .....50 and 5		45 and 5
Hollow backs and sand shovels 60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks. per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 9 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 20	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....		1 50
Water-of-Ayr	"	....		0 10
Scythe	per gross	3 50		5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 62½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs....		3 55
Saw vise		4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.....	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in..		0 70
" " " "	34 in..	1 00
" " " "	36 in..	1 25
" " neckyokes,	36 in..	1 25
" " doubletrees,	40 in..	0 95
" " lumbermans,	44 in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60;
Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 60	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
5, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner.....	6 50
Cadillac Electric, Model C.....	18 00
Cadillac Electric, Model D.....	20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	6 60
With rim, 18x28, per doz.....	7 20
With rim, 20x30, per doz.....	7 80
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 80
Without rim, 20x30, per doz.....	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia



Dry as hard as stone and as smooth as silk.



"SILKSTONE" (COPYRIGHT)

The Flat Wall Colours That Satisfy Most Particular People

'Silkstone" gives a soft, mat-like surface and dries without gloss, yet with plenty of life.
Can be washed with castile, or any soap not containing lye, without losing any of its beauty.
Sanitary and very durable. It is more economical than distemper colours and can be used where distemper cannot.
Let "Silkstone" prove that it's a business builder—send a trial order.

We want agents in every unrepresented district.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. — WINNIPEG, CANADA

Satisfaction, ab-so-lute-ly

You simply *have* to sell goods that satisfy your customers if you want to hold them. In regard to your paint trade, every time you sell a can of

Jamieson's Pure Prepared Paints

You sell paint that is made with this "consumer satisfaction" constantly in view. We believe in it and we know that no legitimate business can live without it.

We want you to sell Jamieson's Paints. Will You?

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL — **Owning and Operating P. D. Dods & Co., Limited** — VANCOUVER

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 30
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19¼
In 50 & 100 lb. drums, per lb.	0 20¼
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe House paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brav	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pur	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24¼
Motor Gasoline, in drums	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	59	55
Linseed Oil, 3 to 5 bbls.	58	54
Linseed Oil, 6 to 9 bbls.	57	53
Linseed Oil, boiled—single bbls.	62	58
3 to 5 bbls.	61	57
6 to 9 bbls.	60	56
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	3 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish.	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac," coach	1 30	
B.H. Ltd. "Gold Medal." cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 06¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2¼c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

READ THE REPORT

OF

MILTON HERSEY CO., Limited

Canada's Most Noted Chemists

Regarding

I.C. RED LEAD IN LINSEED OIL

MILTON HERSEY CO., Limited
Chemists—Engineers—Inspectors

Montreal, September 18th, 1913

REPORT: 27938 Sample of Red Lead Paint.

International Color & Chemical Co. of Ontario, Limited.
Bridgeburg, Ont.

Dear Sirs:—

We have made test of the sample of red lead paint referred to in your letter of August 16th, and submit the following report:—

PASTE.		PIGMENT.			
Pigment	71.9%	Red Lead	79.55%	Lead Stearate	10.31%
Vehicle	28.1%	Free Litharge (FbO)	9.12%	Undetermined	1.02%

The **vehicle** consists of **pure linseed oil.**

TIME OF DRYING: Film becomes **dust-proof** in **6 hours at ordinary temperature**

After becoming thoroughly dry, the **film** was **tough** and **strong.** It was then **immersed in water at ordinary temperature** and after **24 hours** was found to have **retained its color** and to have **softened only slightly.**

In order to determine the rate of **settling** as **compared with ordinary red lead paint,** we made up a batch adding raw linseed oil to the sample submitted until it was of proper consintency for use. We also prepared another batch using a good grade of dry red, mixing with raw linseed oil to the same percentage as that in the batch referred to above. These batches were let stand side by side, and **after 72 hours** we **found** that the **ordinary red lead paint** had **SETTLED approximately 4½ TIMES AS MUCH AS** that of **YOUR MATERIAL,** and that **your material remained in suspension so well that it could be stirred up very easily and made in condition for use.** This result indicates that there would be **no difficulty** in **stirring** up the material **after standing over night, or for several days,** and we found **NO TENDENCY TO HARDEN.**

We next determined the spreading and flowing qualities of the paint under the brush, as **compared with** that of the **ordinary red lead paint** containing the same proportion of linseed oil, and found that **your sample spread much more readily** under the brush and **gave a smoother and more uniform film.**

As a result of the test, we find that your material differs **from the ordinary red lead** paint in the presence of stearate of lead which **retards** the **settling** of the red lead pigment, **keeping the paint in condition for use even after standing for several days,** and as shown above, we find that the **paint is composed** of **pure materials** which should give **excellent service when properly applied upon structural work.**

Yours very truly,
(Signed) MILTON HERSEY CO., LTD.
Robert Job, Vice-President.

This REPORT PROVES the TRUTH of OUR previous STATEMENTS.
Write us for samples and particulars.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO



The dealer who wants to make a big **paint** profit should stock a **complete** line of paints, varnishes and supplies.

He must handle a product of **known** worth, that will give satisfaction to householder, contractor and painter—a product that will bring his customer back for more and add to the good reputation of his store.

Since 1842 dealers have found that it is an easy matter to hold the whip hand in the paint trade of their district if they handle

RAMSAY'S PAINT

A. RAMSAY & SON CO., MONTREAL

NEW ERA PAINT

IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED

WINDSOR - ONTARIO

FORD



An Auger Bit You Can Depend on. Fully Warranted

FORD AUGER BIT CO. HOLYOKE, MASS.

The name YALE helps make the sale.

Canadian Yale & Towne, Ltd

General Offices and Works

St. Catharines, Ontario.



IF WE COULD TAKE YOU THROUGH THE FACTORIES of THE CANADA PAINT CO.

you would appreciate at once why there is a good reason for you to handle and push The Canada Paint Co. products.

Some of The Canada Paint Co.'s brands of Ready Mixed Paints, Varnishes, Stains, Enamels, etc., have been on the Canadian Market for nearly half a century, and are well and favorably known from one end of the Dominion to the other.

Behind this reputation are the complete manufacturing facilities that to-day are more up-to-date and efficient than ever before. We have largely increased our facilities at Winnipeg, and with our plant at Toronto and our main plant at Montreal, we are prepared to give you satisfactory products at satisfactory prices.

At our mines at Red Mill, Que., we are turning out the purest paint oxides, not only in America, but probably in the world, as there are no oxide deposits suitable for paint purposes, anywhere to equal those at Red Mill.

Don't buy your Spring stock without consulting The Canada Paint Co. Representative. A Postal Card will put you under no obligation to buy, but will allow us the courtesy of having our Representative call.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES

CP TRADE MARK

STAINS-ENAMELS LINSEED OILS



Hunting for Profits?

CERTAINLY you are: And no dealer ever "flushed a profit out of a self-ful of slow moving stock.

If you will let your imagination dwell on this picture for an instant, we'll suppose you are the man with the gun, the field before you is wide open for business, and the keen-eyed setter is the national advertising we send into your territory scaring up business for

Glidden's Green Label Varnishes
Endurance Wood Stains **White Enamels**
J-A-P-A-L-A-C
Flat Wall Finishes **Cement Coatings**

This is a list of quick-selling specialties that has started many a dealer on the way to varnish profits. Write for our dealer's proposition—it's interesting.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA, CLEVELAND, OHIO.
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

"High Standard Sam"-Says -



"Paint Covers a Multitude of Sins—

Help the poor sinners in your town get the best covering there is."

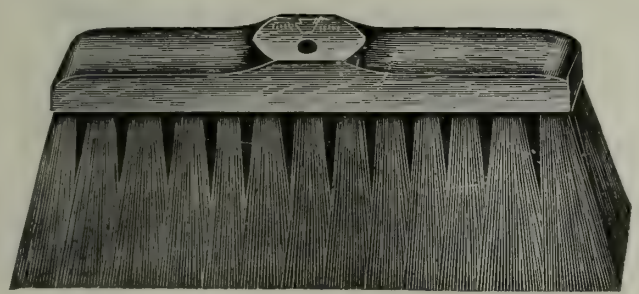
High Standard Paint really does "cover" well. It spreads evenly, and the most finicky painter likes the way it works out.

You'll find your sales increase faster than ever when you become the High Standard exclusive agent in your town. Write for particulars to-day.

The Mark of "High Standard" Your Protection.

LOWE BROTHERS LIMITED

Lyon-Monkhouse Winnipeg — TORONTO — Johnson Paint & Varnish Co. Vancouver



STABLE BROOMS

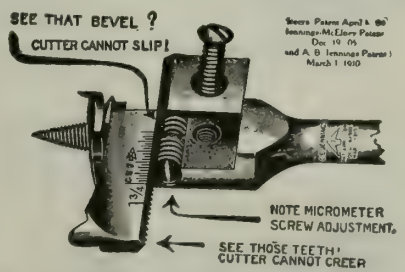
are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



Made in two sizes:
No. 1—cuts from 7/8 to 3 in.
No. 2—cuts from 5/8 to 2 in.
Both furnished with two cutters.

Canadian Quality Saw & Tool Works
4 St. Antoine St.
MONTREAL - QUEBEC

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
Ring Augers.
Nut Augers.
Rarting Augers.
Boring Machine Augers.
Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
Jennings Pattern Auger Bit.
Bates Pattern Auger Bit.
Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience





goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"

Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City

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The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

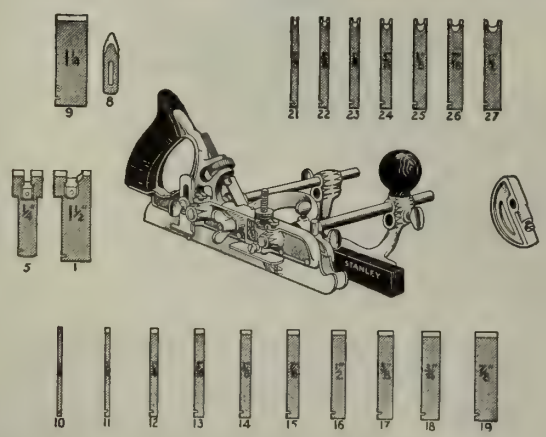
Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

4 in. is our Family size. 6 in. size is for Cities and Municipalities.

Larger sizes made to order.

Manufactured Solely by

DAVENPORT MFG. CO., Davenport Iowa, U.S.A.



Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Fillester Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.

Carpenters will find this tool almost invaluable.

Send for catalogue giving complete description.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

New Line

UNIVERSAL CLOTHES WRINGERS

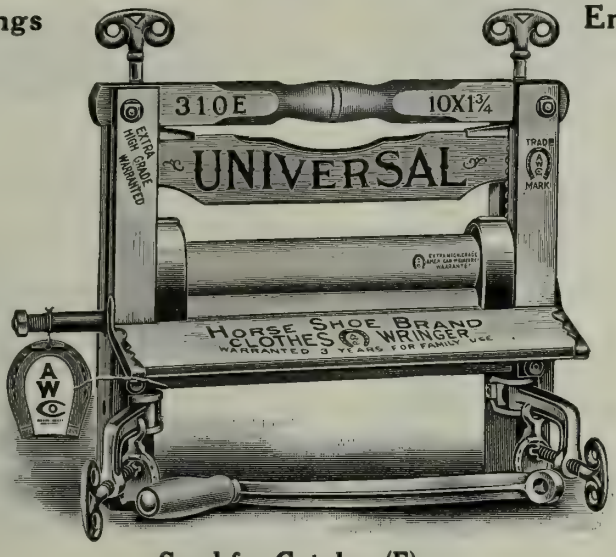
Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.



Enclosed Cog Wheels

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

Send for Catalog (F)

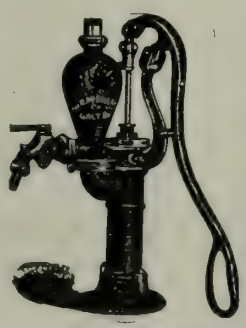
THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue. Write

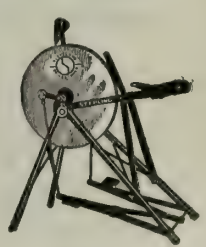
The

R. McDougall Co., LIMITED

GALT, CANADA

Buyers will look for this Trade Mark

Every genuine Cleveland Grindstone can be identified by this trade mark—the only way to get the genuine. Do not be tricked by the term "Berea Grit" into thinking you are supplying your trade with the "same thing." "Berea Grit" is a mere name and does not stand for grindstone quality, such as your trade requires. Cleveland Grindstones are made in all sizes — power, hand and treadle—and for all purposes. No matter what the needs of your trade, you can get them from us at prices that insure generous profits. Write for Catalogue and Prices.



FOOT POWER

The Cleveland Stone Company

Cleveland, Ohio.

Look for the Trade Mark on every stone

A Guarantee Won't Make a Poor Plier Good, or a Good Plier Better —It's Quality That Makes the Guarantee and Keeps Trade

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

When You Sell a Man a UTICA PLIER

you can look him in the eye and say "Yes" when he asks you if it is good.

Utica Pliers are as good as U. S. Money, inasmuch as they are worth face value. Utica Nippers and Pliers are guaranteed to be satisfactory in profit as well as quality.

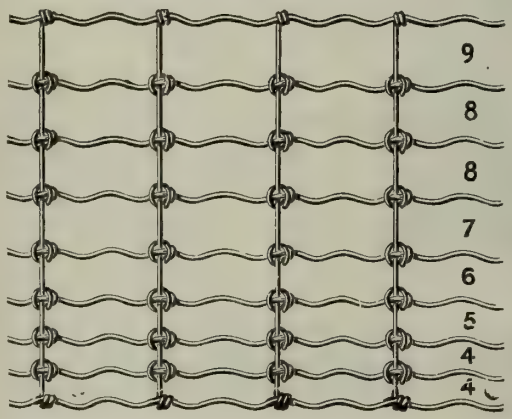
THE UTICA GUARANTEE

We will cheerfully replace any Utica Nipper or Plier that proves defective or unsatisfactory for any reason, and, as the saying goes, "That's Some Guarantee." No strings to that.

May we send a Catalog and Prices?



Utica Drop Forge & Tool Co. UTICA N.Y.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MONARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

A NEW SNIP — NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.



OF course we know that you're asked to stock many different kinds of paint brushes in the course of a year. And we appreciate the difficulty you must have in making your selection. But when you buy "Meakins" Brushes we feel sure that you are getting quality second to none on the market.

And it's this quality in Meakins Brushes that makes so many satisfied users. It's this quality that gives them confidence in you that brings them back when they want not only more brushes, but anything else that you handle.

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Hamilton, Ontario



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A calk that will not perform the work required of it, is dear at any price. The vexation and annoyance, not to mention danger, to which the user of cheap calks is subjected may lose you a customer.

Sell a Calk You can Recommend

RED TIP CALKS

Have Proven Their Worth

Send to-day for Booklet T.

They are RED TIPS

REMEMBER

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Genuine Neverslip Calks are marked with a Red Tip.

The Neverslip Manufacturing Co.

New Brunswick, N.J., U.S.A.

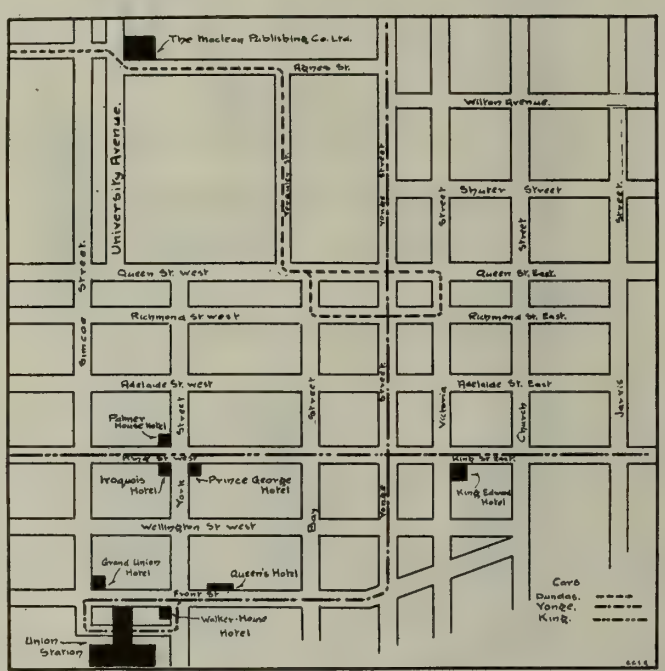
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Drop in and shake hands

WE'RE always right glad to see you—our readers and advertisers—to have a handshake, a grouch about the weather, a chat about things in general.

Since we moved up here from Front Street, four years ago, we've been hitherto somewhat inaccessible, and this announcement is to remind you that the "Dundas" car route has been changed, and now runs right past our offices, putting us within four minutes of the down-town district.

The little map shows the car route and the relation of our offices thereto.



All you have to do is to get on any "Dundas" car, downtown, and get off at University Avenue.

As you can now reach us in a few minutes, we shall expect you to look us up, anytime you feel like it.

And, whether you've got any kicks to make, want to talk shop, or just drop around to say "Howdy," we'll be mighty glad to see you.

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BATHROOM FIXTURES
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A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by

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is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.



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3 in..... 4/3
4 " 6/-
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3 in..... 6/9
4 " 10/-
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per pair.



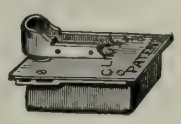
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4 in..... 23/6
5 " 32/-
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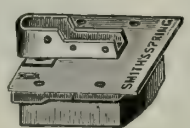
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per dozen.



2401
With 2 in. Shoe,
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With 2 in Shoe,
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Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

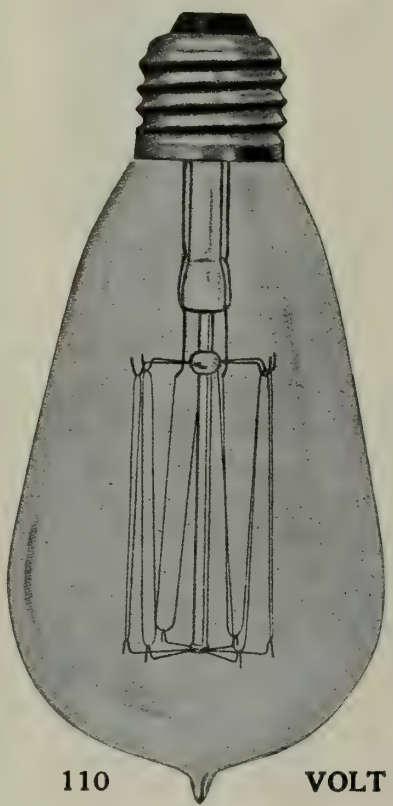
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continuous filament wire drawn Tungstens, should find a place in your store.
You will find a good sale for this line, and at these prices you can make a handsome profit.



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16 and 25 Watt...	34c
40 Watt	36c
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Special prices for quantities.

Immediate shipments
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It wrings mops thoroughly, easily, quickly and neatly.



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Germany is the most progressive, aggressive and successful of the commercial nations in the world today. Her rapid rise is due to her ruler, the Kaiser, and a few men around him.

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This graphic sketch shows how a man rose from the rank and file to be a leader of the Opposition. The idol of his followers, and the most popular all round politician the Fatherland has ever known.

He was a born tactician, cool and calculating to a degree. The right thing occurred to him intuitively, whether leading stormy party sessions or fencing with the government and rival politicians in the Reichstag.

Bebel would have made a great business man, a great field-marshal or general staff chief. He imbibed organization and discipline from the cradle.

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Annual subscription two dollars.—Commence now to ensure getting the whole German series, which will run for over a year.

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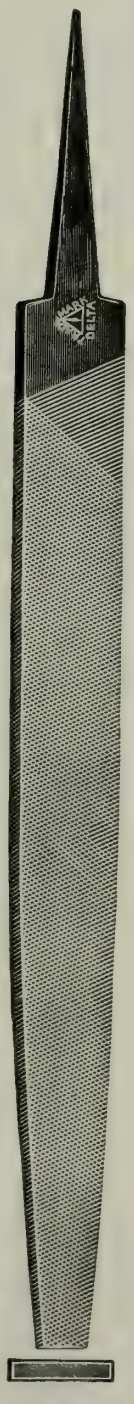
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When he comes to you he naturally expects you to supply him with good files. If you disappoint him he will go elsewhere for his next supply.

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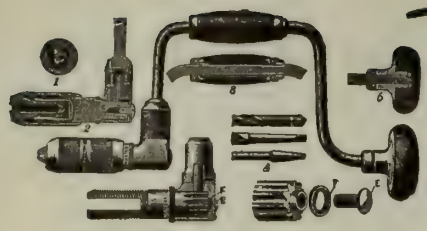
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DELTA FILE WORKS

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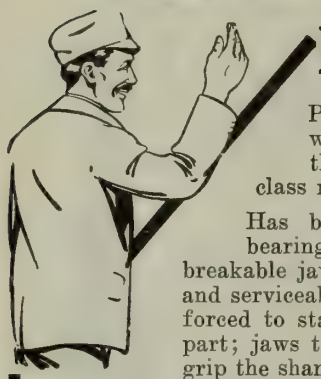
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The Master Ratchet Brace



Preferred by mechanics everywhere because it is known to be the most dependable tool of its class made.

Has ball bearing head and thrust bearing; dust covered ratchet; unbreakable jaw socket, and the most reliable and serviceable chuck known, with lip reinforced to stand the heavy strain at that part; jaws that open on parallel lines and grip the shank of the bit securely, centering all round shanks from 1/8 in. to 1/2 in., No. 1 Morse Taper and all sizes of Bit Stock and Expansion Bit Shanks.

This is one of the most popular tools in our line, and deservedly so, as no tool we make is better suited to the work it is intended to perform than this one.

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PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

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Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

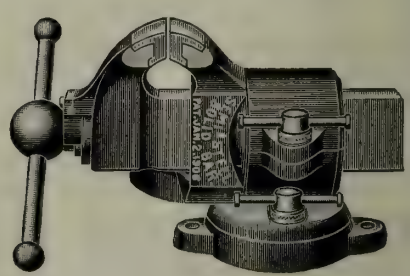
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PARKER'S DOUBLE SWIVEL VISE

Saves Time



It can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs. All these vises have a solid steel bar strengthener, also solid under portion of front jaw. The faces are made of the Best Tool Steel, and are removable and renewable at any time.

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Kettles and Candlesticks



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THOMAS B. LEE
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Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

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Ready Roofing

The proof of the roof is in its waterproofing. Genasco Roofing is made of Nature's everlasting waterproofer — Trinidad Lake asphalt.

It is rain-proof, sun-proof, wind-proof, heat-proof, cold-proof, acid-proof and alkali-proof. This means it is also expense-proof.

This is the kind of roofing that is sure to appeal to customers. And the satisfaction it gives them ought to appeal to you.

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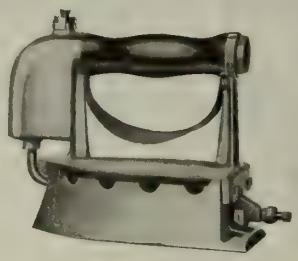
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Trinidad Asphalt Lake

THE STANDARD SELF-HEATING SAD IRON

EASY
To Light
Regulate
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SAVES
Time
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Patd. Aug. 9th. 1910.

The only Self-Heating Sad Iron sold under an absolute guarantee.

Cast Fuel Tank.

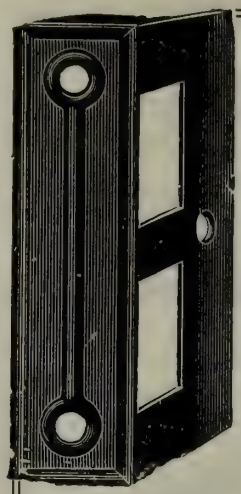
Positively Non-Explosive.

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Immediate Deliveries.

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The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.



The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.

National Hardware Co., Ltd.

Orillia, Ontario, Can.

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MAXWELL'S "Excel-all" Washer

HELPS the housewife to laugh at the labor of washday. Ball bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

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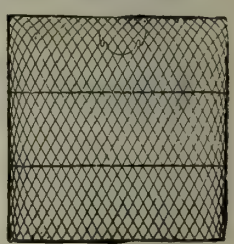
We are headquarters for

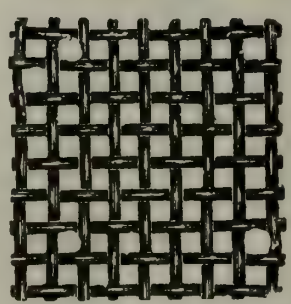
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Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
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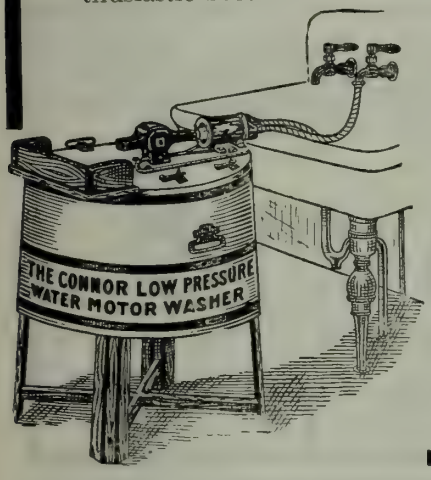
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CONNOR LOW PRESSURE Water Motor Washer

which disposes of these doubts and turns "doubtful prospects" into buyers and enthusiastic boosters.



Dealers should write at once for our proposition. Booklets and full details free.

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These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

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We guarantee satisfaction. Our prices will interest you.

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Nail Wire, Rivet Wire, Annealed Wire Straightened and Cut to Length

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All Standard and Special Gauges



LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

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Sales Offices: Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

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QUICK
CLEAN
HANDY



TRY IT

SOLD BY
ALL
JOBBERS

¼-lb. tins—
3 doz. in case

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is the sifter your customers are demanding, and it will pay you to satisfy them in this respect.

They want it because it minimizes labor, permits no waste and is positively dustless.

A turn of the handle and ashes sift into barrel. Unburned coal drops into scuttle.

Samuels' Dustless Ash Sifter cuts coal bills in two and lasts a life time.

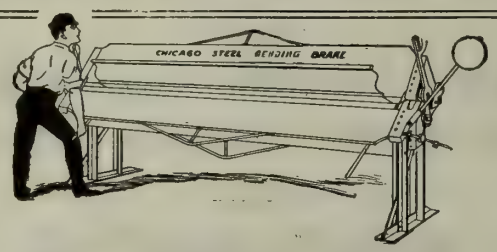


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Particulars on Request.

Manufactured only by

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(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list.
There is no use trying to get along with antiquated tools.
To be successful you must be up-to-date.
The Steel Brakes do the largest variety of work with accurate results.

THE STEEL BENDING BRAKE WORKS, LTD.
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JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this exact mark is on each blade.

GRANTED 1682.

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The wearing qualities will prove to you that Tallman's reputation is in the goods.

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BRASS CORNICE POLES and FITTINGS.
CURTAIN RODS and FITTINGS.
STAIR RODS and EYES, STEP PLATES.

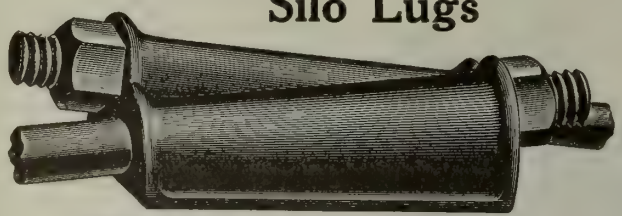
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BIRMINGHAM, ENGLAND.

Silo Lugs



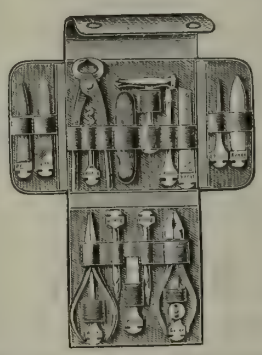
Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

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BONSA BRAND FINEST CUTLERY

Specialty:

BONSA TOOL PADS
in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

Write for Catalogues

Wholesales and Jobbers supplied only.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

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SALEM, NEW YORK



THERE IS ONLY ONE GERMANTOWN LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

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ST. THOMAS, Ont.

List on application, or representative will call

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S

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HAMILTON, ONT.



Canada's National Metal Polish

Made in Canada—Sold Across Canada

BON TON Cream

Polishes in HALF the time
Requires NO SHAKING—no Sediment
PRICES LOWER—saving the duty on imported polishes.

Already proved by large users—Provided now for all users—A provable good article will MULTIPLY Sales.

Appreciation everywhere, your wholesale has it.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

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Springfield, Mass., U.S.A.

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CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



Quick Change Means Pleased Customers

Our guarantee:—We will instal a system of our carriers in your store. After 10 days' test, if they have not proved their superiority to all other makes of store service, we will remove the equipment without cost to you. It will pay you to investigate our modern improved PNEUMATIC DESPATCH TUBES AND ELECTRIC CABLE CASH CARRIERS.



CATALOG FREE

The Gipe-Hazard Store Service Co., Ltd.

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Ghurch St., Toronto
NUMBERS

Quality SLEDS That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co., Nashua, N.H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

Goods Well Displayed are Half Sold!
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
write for Catalogue and Price List.
CAMERON and CAMPBELL Toronto

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

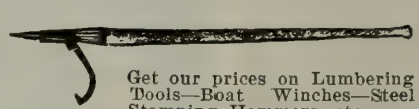
BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Great Improvements
—IN—
HAMMERS

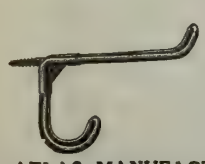
HYNALER
ONCE USED, ALWAYS USED.
STRIKE LIFT DRIVE START OUT
DOUBLE CLAW



HARDWAREMEN
You should stock a sample of
JAMES BROS. FEED BOILERS
Made in all sizes by
James Bros., Perth, Ont.
Send for a catalogue.

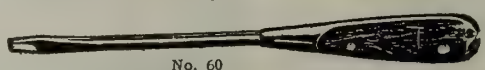


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
Estb. 1860 Three Rivers, P.Q.



HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

Unequalled as Nail Pullers, Fast Nailers and Life Protectors
SELF SELLERS.
Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

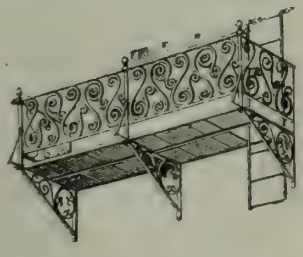
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for Carriage and Special Castings of all Kinds

Manufactured by

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ORNAMENTAL IRON BALCONIES IRON RAILINGS

for galleries, porches and all other purposes.

SEND FOR CATALOGUES.

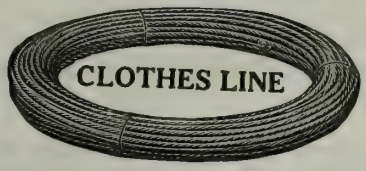
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.

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All Kinds
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The word "MYERS" assures QUALITY. Better write to us.

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Winnipeg, Calgary and Branch Houses

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CHRISTOPHER JOHNSON & CO.

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LONDON
HIGH GRADE

Never Varies
in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

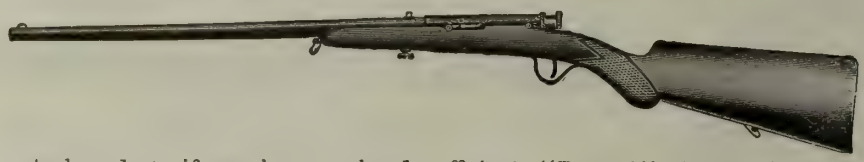
Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it—write us at once.

London Rolling Mill Co., Ltd.
LONDON - - CANADA

Sales Agents, Ontario, Baines & Peckover, Toronto, Manitoba, Bissett & Loucks, Ltd., Winnipeg, British Columbia, McPherson & Teetzel, Vancouver

BAR IRON

Hardware Dealers Should Feature the "BAYARD" Line



Look over your stock and see if you have on hand sufficient "Bayard" Automatic Rifle Pistols, Shot Guns, etc., to show the probable customer.

The camping season will soon be here, and the camper, sportsman or hunter will certainly want to purchase one of the many handsome "Bayard" lines.

Descriptive Booklet for the asking.

McGill Cutlery Co. (Reg'd.) - - - P.O. Box 580, Montreal, Canada

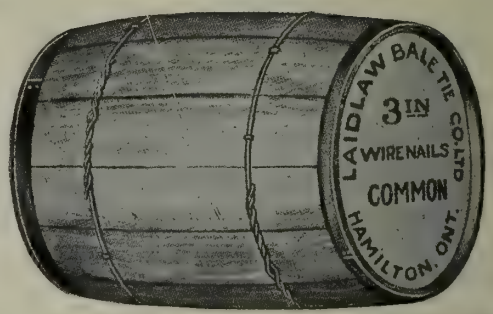
We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.



THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

GEO.W.LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN Winnipeg, Man.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer the clerk and the traveller, the men to whom you wish to sell or from whom you would buy;

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

King Coal is MAD all over

He is losing ⅓ his sales



The Arnold Damper
Automatic

Wherever used is cutting down the consumption of coal from one-third to one-half. You need this saving more than the coal man. Let him get mad while you keep on smiling.

A 25% Saving Guaranteed

or money refunded. *A saving of $35* on a season's coal bill is worth considering. The **Arnold Damper** saves fuel, prevents over-heating —maintains an even fire and even temperature day or night. Eliminates all danger of fires from defective flues. Takes care of itself. Easily adjusted. All sizes to fit any pipe.

Sold exclusively through dealers by

W. H. THORNE & CO., LTD., St. John. In Maritime Provinces.
LEWIS BROS., LTD., Montreal. In Quebec and Eastern Ontario.
MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
WOOD-VALLANCE & CO., Hamilton. In Western Ontario.

Why The Advertiser Succeeds.

¶ Why is it that during the last few months, when money was admittedly tight, the manufacturers who advertised the most felt the pinch the least?

¶ And how is it that now, when the circulation of money is less restricted, the manufacturers who felt the pinch the most will be the last to experience relaxation and relief?

¶ The same wisdom and foresight which prompts a manufacturer to advertise will naturally guide him in forming his whole selling and general business policy, and, like a good general, he is prepared for every contingency and emergency.

¶ The fact that the successful business men is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

¶ He had faith in his product, and his own faith manifested in a public way, inspired confidence in the minds of his prospective customers. His name and his manufactured product became synonymous with good service and satisying quality. The public became acquainted with the merits of his line and familiar with its outstanding features.

¶ Consequently, when conditions were normal, he secured a liberal share of business and received first consideration when purchases were made.

¶ When money tightened and business was curtailed, he continued to get the lion's share of what was going. When purchases were carefully considered the advertised line received first attention and usually secured the order.

¶ And now that the financial tide is coming back, the advertiser is getting the biggest slice of the business melon, simply because during those cloudy days of curtailment, his advertising message had been studied and absorbed at a time when the public mind was most receptive.

¶ It pays to advertise if your line is good, and it pays to buy advertised lines, because they are invariably satisfactory. The general public have long been educated to believe that advertised goods are best. Can't you see that you are laboring, not only under a handicap, but under a cloud, if your product is not advertised? Publicity dispels the cloud of suspicion and removes the handicap.

¶ You'd better hop on to the band wagon right away. Hopping on now, when the prospects for big business are so bright, will be not only timely, but extremely profitable.

Condensed or "Want" Advertisements

Those who wish to sell or buy business or stocks, obtain competent help, connect with satisfactory positions, or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere looking for just such proposition as you have to offer. RATES (payable in advance):—2c per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when Box Number is required. Each figure counts as one word.

BUSINESS CHANCES

FOR SALE—A FIRSTS-CLASS HARDWARE business in Saskatchewan. Easy terms to experienced man. Apply the Hanbury Hardware Company, Ltd., Brandon, Man. (10tf)

FOR SALE—CLEAN HARDWARE STOCK of $12,000, with good annual turnover, in modern western city of 15,000 population. Important railway and jobbing centre for rich farming and stock country. Large industrial pay roll semi-monthly. Big development for city assured. Other interests demand owner's attention. Must close at once. Terms part cash, balance secured. Box 49, Hardware & Metal, Toronto.

FOR SALE—A FIRST-CLASS STOVE AND tinsmithing business, established 30 years. Stock and tools, etc., about $1,800.00, with an annual turnover of about $12,000.00. Located in a first-class farming section, with natural gas and hydro power. Box 828, Hardware & Metal, Toronto. (33tf)

HARDWARE STOCK, STOVES AND TINware: a great opportunity; thirty thousand turnover; no dead stock; about eight thousand stock. Must be sold at once. Box 45, Hardware and Metal, Toronto. (31tf)

SITUATION WANTED

YOUNG MAN DESIRES POSITION AS hardware clerk, twelve months' experience. References H. Haggins, Cottam, Ont. (47)

HARDWARE TRAVELLER OPEN FOR engagement Jan. 1st, 1914. A1 connection "Ottawa Valley." Address "Cutlery," care of Hardware & Metal, Toronto. (48)

HARDWARE MAN WITH THIRTEEN years' experience in the retail business is open for a position Jan. 1st, 1914, with either wholesale or retail trade. Best of references. Box 60, Hardware & Metal, Toronto. (49)

WANTED

HARDWARE TRAVELLING SALESMAN wanted by an English house for the district between Montreal and Quebec on the North Shore; also for the Beauce County. Must speak and write French and English fluently. Salesmen with connection preferred. Box 58,

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative, MacLean Publishing Company, 143-149 University Ave., Toronto, Ont. (tf)

WANTED—TO REPRESENT HARDWARE jobber or manufacturer in southwestern Ontario by competent hardware man of broad experience and highest credentials. Box 54, Hardware & Metal, Toronto. (47)

WANTED — $8,000 HARDWARE STOCK IN live town in Western Canada. Apply Box 56, Hardware & Metal, Toronto. (47)

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited, Supplied by the trade throughout Canada. (tf)

DOUBLE YOUR FLOOR SPACE — BY INstalling an Otis-Fenson hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fenson Elevator Co., Toronto.

HARDWARE WINDOW DRESSING—THIS is the first book ever written devoted exclusively to Hardware Display. There are 256 pages and over 200 illustrations with full working descriptions. It is the purpose of this book to illustrate and explain how hardware windows may be dressed to the best advantage—how they can be made to sell goods. It is not a theoretical work but a collection of specimens of the best work and ideas of the most expert window dressers in the world. These men have contributed their experience covering the many phrases of hardware window display. This volume, therefore, represents the sum total of information on this subject presented as concisely as is consistent with clearness. By following the simple illustrated directions given in "Hardware Window Dressing" any clever clerk can put in good hardware displays at no cost whatever. Size 8x11 inches. Price $2.50 postpaid. MacLean Pub. Co., 143 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS —The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infiite value to that trade. The 40 subjects discussed include: Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business, Changing a Credit into a Cash Business, etc. 220 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

GOOD STENOGRAPHERS ARE WHAT every employer wants. The place to get good stenographers is at the Remington Employment Department. No charge for the service. Remington Typewriter Co., Ltd., 144 Bay St., Toronto.

MEN WHO SELL THINGS, BY WALTER D. Moody, Business Manager of the Chicago Association of Commerce. An indispensable book for merchants, manufacturers, employers, salesmen and all who have goods of any kind to sell. The author forcibly sets forth such themes as how to approach men; how to create and develop the compelling personality, the genial address, the engaging presence of the energetic business-getter; how to attract, convince and sell a prospective customer under adverse conditions; how enmity may be turned into friendship, interest into desire, curiosity into sales, and sales into permanent custom. A few of the subjects discussed are: Right Kind of Salesmen; Specializing Efforts; Letters to the Trade; Getting the Price; Retail Salesmen; Sales Manager, etc. 205 pages. Price $1.10 postage paid. MacLean Pub. Co., 143 University Ave., Toronto.

DOMESTIC ELECTRICAL WORK, BY WILliam A. Wittbecker. Concise and Practical Explanation for Plumbers and Hardware Dealers, on How to Wire Buildings for Bells, Alarms, Annunciators, and for Gas Lighting From Batteries. The information given is practical, and with a close observance of the directions laid down, any one, though entirely ignorant of electricity, should be able to do the work described. Illustrated with 22 diagrams. Price, in paper, 25c post paid. Price in cloth, 50c. MacLean Pub. Co., 143 University Ave., Toronto.

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Would you be willing to pay $2.00 to hear some of the leading authorities on salesmanship express their opinions on this all-important subject? In

BRAIN-POWER BUSINESS MANUAL

125 Presidents, Vice-Presidents, General Managers, Sales Managers and Star Result Getters, have contributed of their knowledge and experience on such phases of the subject as:—

The Selling Profession.
Education and Training.
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Special Tactics.
Character and Conduct.

183 pages, 5¾ x 8¾ inches.

PRICE $2.00

TECHNICAL BOOKS.

143-149 University Ave.
TORONTO

Character—The Ruby Stone.

¶ Somewhere in one of his essays, Emerson refers to the fact that the ruby stone is formed by a process requiring millions of years—a period of time in which the Andes and the Alps, by comparison, come and go like the rainbow.

¶ Character is like the ruby stone. Each of us is a builder; a builder of habits, a builder of ideas, ideals, ambitions, hopes, fancies and builders of character. Character is a composite of many things; it is the unit or the form of the individual . Character is developed through experience. It represents the individual after having gone through the crucible of experiments, tests and temptations.

¶ The ideas and ideals we hold each day are molding our character into positive form. Character represents the best in man after it has gone through a long and determined process of refinement. The fact that we have certain beautiful aspirations, the fact that we hold certain beautiful ideals, is gradually transforming each of us into the very thing to which we work and aspire. The process of character-building is the most tedious, yet the most beautiful, thing in the life of the individual—a still more highly refined process than that which forms the ruby stone.

¶ The average man goes into business, not so much to make money as he does to expand, to grow, to evolve. The business man is a builder. He is restless, prompted by a desire to do, to act, to work, to be on his way. The man who is dishonest in business gives us an example of energy run amuck. We know a man by the kind of shop, store, factory or place of business he runs. His character shines out through his business affairs. It is written in the way he keeps his desk, the attitude of mind he holds toward his employees, in what he is wont to do for his customers, in the integrity he observes in all his business transactions with other men.

¶ Character building is building for all time. Men die and pass away. But character is like the ruby stone. It is the most precious, the most beautiful, and the most to be desired of all things. Mind you well the little things—watch you with care the tendencies which spring up mushroomlike here and there in your every-day conduct to destroy character. Remember, you are a builder; character is all you have, all that you can leave that will not pass away.

¶ Character is the monument you leave for those who follow after you. It is the measure of what you have been, of what you have said and believed; the measure of the truths you have discovered and made a part of you and your conduct. Character is the measure of your sincerity, the measure of the company you have been to yourself; and we know a man by the kind of company he keeps—when he is alone. Character is the monument you make and mold through having worked and lived. It is the ruby stone of your beautiful fancies, of your divine moments, the ruby stone of your better self.

Efficiency

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Laidlaw Bale-Tie Co., Hamilton, Ont.

Bath Room Fittings.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Kinsinger Bruce & Co. Niagara Falls.

Bells.
Frank Mossberg Co., Attleboro, Mass.

Belting, Hose, etc.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Bent Goods.
Merritt & Co., Chatham.

Bird Cages.
E. T. Wright & Co., Hamilton.

Binder Twine.
Consumers Cordage Co., Montreal.
Plymouth Cordage Co., N. Plymouth, Mass.

Black Plates.
Deforest Sheet & Tinplate Co. Niles, O.

Black Sheets.
Deforest Sheet & Tinplate Co. Niles, O.

Bolts and Nuts.
London Bolt & Hinge Works, London, Ontario.
The Steel Co. of Canada, Ltd., Hamilton.

Boilers and Radiators.
Pease Foundry Co., Toronto.
Gurney Foundry Co., Toronto.
Hamilton Stove & Heater Co., Hamilton.

Bolts, Expansion.
Star Expansion Bolt Co., New York.

Books.
Technical Book Dept., MacLean Pub. Co., Toronto.

Box Strapping.
J. E. Beauchamp & Co., Montreal.

Braces.
Goodell-Pratt Co., Greenfield, Mass.
Peck, Stow & Wilcox Co., Cleveland.
Stanley Rule & Level Co., New Britain.

Brackets, Shelf.
Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Evered & Co., Smethwick, Eng.
Henderson & Richardson, Montreal.
Archibald Kenrick & Sons, Winnipeg.
Kinsinger Bruce & Co. Niagara Falls.
Tallman Brass & Metal Co. Hamilton.

Brass, Sheets, Tubes and Rods.
Archibald Kenrick & Sons, Winnipeg.
Tallman Brass & Metal Co. Hamilton.

Torches.
Clayton & Lambert Mfg. Co., Detroit.

Bread Mixers.
Landers, Frary & Clark, New Britain.

Bread Racks.
Brantford Oven & Rack Co., Brantford.

Brushes.
Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Bridle Rings—Galvanized, Brass and Plain.
Star Expansion Bolt Co., New York.

Builders' Tools and Supplies.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Cowan & Britton, Ltd., Gananoque.
Howland, H. S., Sons & Co., Toronto
Lewis Bros., Ltd., Montreal.
Lufkin Rule Co., Windsor, Ont.
North Bros. Mfg. Co., Phila., Pa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Rule & Level Co., N. Britain.
Winnipeg Paint & Glass Co., Winnipeg.

Builders' Hardware.
Belleville Hardware & Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
Cowan & Britton, Ltd., Gananoque.
P. & F. Corbin, New Britain, C.
Hamilton Stove & Heater Co., Hamilton.
Howland, H. S., Sons & Co., Toronto
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
Smith Hdw. Co., Montreal.
Watrous Mfg. Co., Des Moines, I.
Winnipeg Paint & Glass Co., Winnipeg.

Burlap.
Dominion Oilcloth Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Burrs.
P. L. Robertson Co., Milton.

Butts.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Canada Steel Goods Co., Hamilton.
P. & F. Corbin, New Britain, C.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, N. Britain, C.

Butts and Hinges.
J. E. Beauchamp & Co., Montreal.
Acme Steel Goods Co., Chicago, New York.
Cowan & Britton, Ltd., Gananoque.
Jas. Smart Mfg. Co., Brockville.
The Stanley Works, N. Britain, C.

Calipers.
L. S. Starrett Co., Athol, Mass.

Cans.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
McClary Mfg. Co., Toronto.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.

Carriers, Cash and Parcel.
Gipe-Hazard Store Service Co., Toronto.

Carpet Sweepers.
Bissell Carpet Sweeper Co., Grand Rapids, Mich.

Carriage Springs and Axles.
Guelph Spring & Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Eley Bros., N. Transcona, Man.

Cash Registers.
National Cash Register Co., Toronto.

Casters.
Chicago Hdw. Fdry. Co., Chicago.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines.
Oneida Community, Limited, Niagara Falls, Ont.

Cement.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Canada Cement Co., Montreal, P.Q.
Saskatchewan Glass & Supply Co., Moose Jaw.
B. & S. H. Thompson & Co. Montreal

Chain, Trace, Logging, Halter,

Dog Leads, Agricultural.
B. Greening Wire Co., Hamilton, Ont.
McKinnon Chain Co., St. Catharines, Ont.
Peck, Stow & Wilcox Co., Cleveland.

Chafing Dishes.
Landers, Frary & Clark, New Britain.

Chemicals.
International Color & Chemical Co., Bridgeburg.

Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Chisels.
Buck Bros., Milbury, Mass.
Goodell-Pratt Co., Greenfield.
Peck, Stow & Wilcox, Cleveland.
Stanley Rule & Level Co. N. Britain.

Churns.
Connor, J. H., & Sons, Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont.

Clippers, all Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clocks.
The Western Clock Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer-Dowswell Ltd. Hamilton, Ont
Hamilton Cotton Co., Hamilton.

Closets.
Parker, Whyte, Ltd., Winnipeg.

Clothes Wringers.
Cummer-Dowswell Ltd. Hamilton, Ont
J. H. Connor & Son, Ottawa.
Maxwell, David, & Sons, St. Mary's.
American Wringer Co., New York City
Lovell Mfg. Co., Erie, Pa.

Coffee Percolators.
Landers, Frary & Clark, New Britain.

Colors.
A. Ramsay & Son Co., Montreal.
International Color & Chemical Co., Bridgeburg.

Cold Rolled Strip Steel.
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cord Cutters.
Victor M. Grab Co., Chicago.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.
Consumers Cordage Co., Ltd.

Cow Ties.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines, Ont.
Oneida Community, Limited, Niagara Falls.

Cream Separators.
Simmons Hardware Co., St. Louis.

Cuspidors.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Cutlery, Razors, Scissors, etc.
Caverhill, Learmont & Co., Montreal.
Crooks, Jonathan, & Son.
Dorken Bros. & Co., Montreal.
Greeff, Bredt & Co., Toronto.
Henderson & Richardson, Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S., Sons & Co., Toronto
Hutton, Jas., & Co., Montreal.
Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.

Dampers, Automatic.
Automatic Damper Co., Hamilton.

Dies.
Victor M. Grab Co., Chicago.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont

Drawer Pulls.
P. & F. Corbin, New Britain, C.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
Jas. Morrison Brass Mfg. Co. Toronto

Electric Irons.
Chicago Flexible Shaft Co., Chicago.

Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.

Expansion Bolts.
Star Expansion Bolt Co. New York.

Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.

Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Flint Paper.
Jno. Oakey & Sons, Ltd., London,

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.

Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.

Forgings.
Steel Co. of Canada, Ltd. Hamilton.

Fuel Savers.
Automatic Damper Co., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co. Toronto

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Ltd., Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mats & Mattings—Flexible Steel, Wire and Wood.
Kuhne Anderton Co., Port Hope, Ont.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Montreal, Toronto, Winnipeg.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
Standard Paint & Varnish Co., Windsor, Ont.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Peck, Stow & Wilcox Co., Cleveland.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmonds Hardware Co., St. Louis.

Portable Bake Ovens.
Brantford Oven & Rack Co., Brantford.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Lovell Mfg. Co., Erie, Pa.
Oneida Community, Ltd., Niagara Falls.
Simmonds Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

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Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

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Simonds Canada Saw Co., Montreal.
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Aylmer Pump & Scale Co., Aylmer.

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

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6,000 tons of standard sizes carried in Mill Warehouse.

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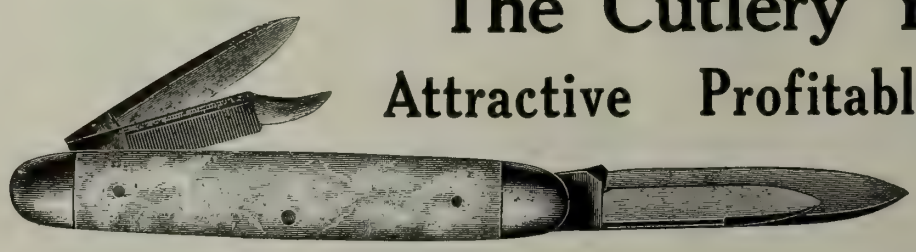
WITTING BROS., LIMITED

Montreal, - P. Q.

W. H. Morley & Sons, "Clover Leaf" Brand

The Cutlery You Want

Attractive Profitable Guaranteed



Ask your jobber for this brand

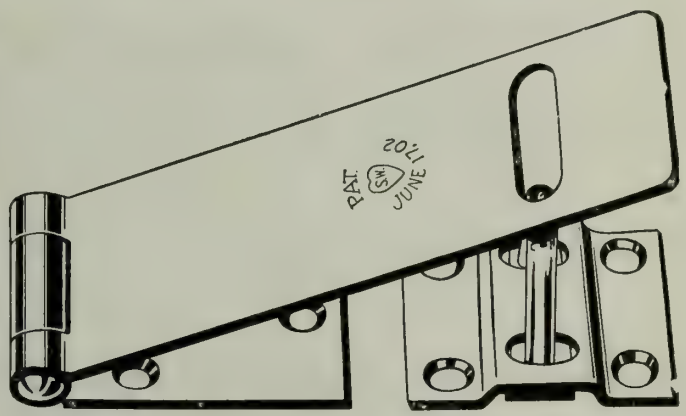
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

TRADE S.W. MARK

This trade Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7 inch—The 7 inch being extra, heavy and strong. Plain Steel, Japan Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

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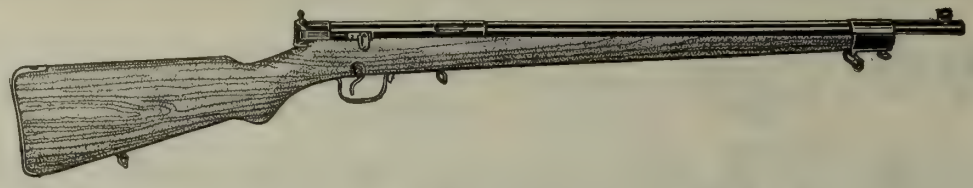
Wire Rope.
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B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

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Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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A NEW "ROSS RIFLE"

After many years of experiments, and after discarding many models which seemed better than other .22 calibre arms, we have adopted a model which seems to us worthy of a place in the "Ross Rifle" Catalogue. We call it

THE ROSS "CADET" RIFLE

because it has been adopted by the Government and will be issued to Cadet Associations.

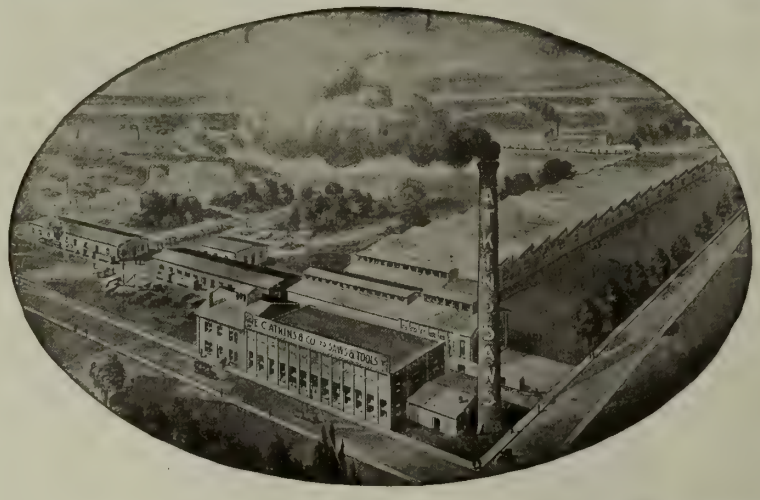
It is a splendid gun for the woods and using the long-rifle .22 cartridge will even account for a deer.

Strong, handsome, and with most serviceable sights of new design, this Ross Model should be a good seller. It retails at $12.00.

Write for full details and trade discounts.

ROSS RIFLE CO., Quebec

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

CANADA PLATE

Half and Half (British) **Full Polished (Dominion Crown)**

Drop us a card and we will send you our monthly stock sheet and full particulars.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

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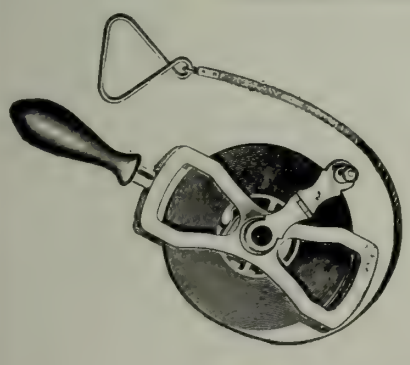
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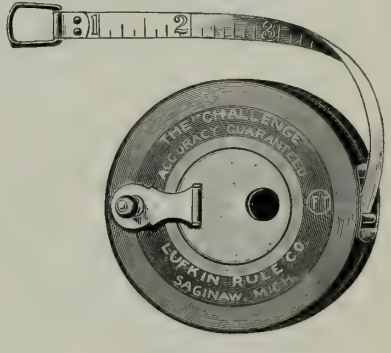
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW





LUFKIN

Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE"	"CHALLENGE"	"RIVAL", ETC.
No. 203	No. 263	No. 243

MADE IN CANADA **Your Jobber Stocks Them**

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.



Do you want this dainty Miss "Fade-away" for your window?

If so, fill out this coupon.

¶ The above window display shows a "Fade-away" girl, life size, and in full color, kneeling over an actual chest of silver. It will be so attractive and will have so much selling value that it will pay you not only to send for it, but to render it even more effective by using space in your local newspapers at the time when it appears in your window.

ONEIDA COMMUNITY, LTD.
ONEIDA, N.Y.

ONEIDA COMMUNITY, Ltd., Oneida, N.Y.

Please send me free window display as offered in Hardware and Metal.

Name .....

Address .....

Note. –If you desire newspaper electros for local advertising to increase the effectiveness of the display, please indicate here:

Send me ..... single column electro or double column electro.

HARDWARE AND METAL

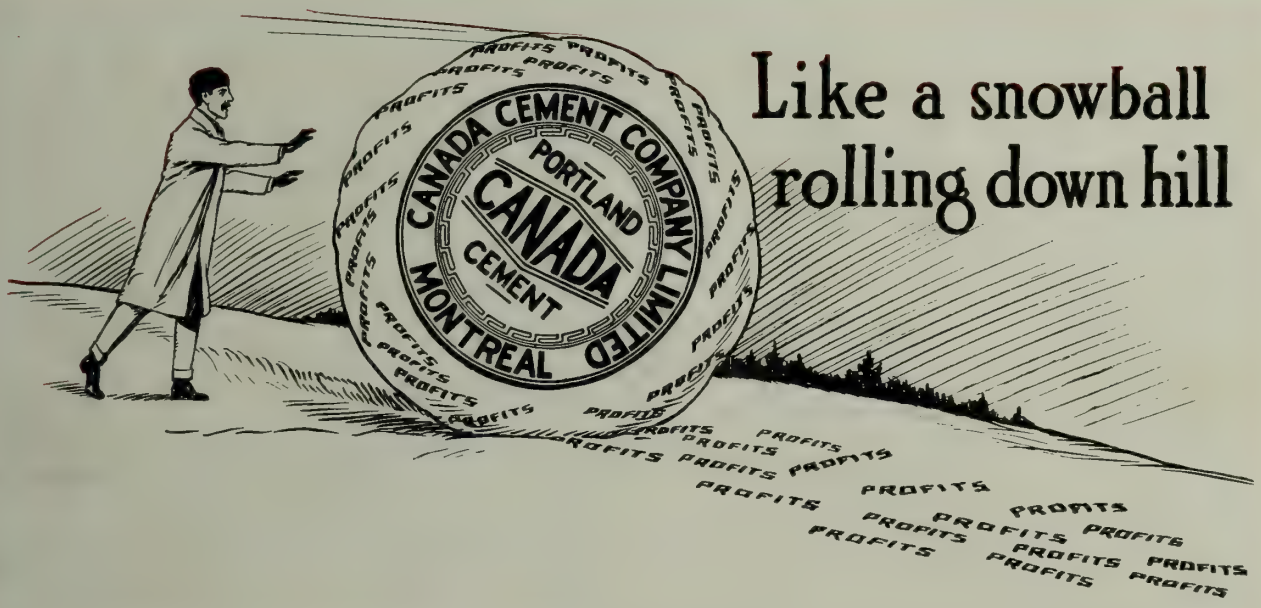
CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 48

November 29, 1913



Like a snowball rolling down hill

As the snow ball rolls down hill it gathers more and more snow, becoming larger and larger the farther it rolls. In the same way dealers who start pushing Canada Cement find their profits becoming greater and greater as each day passes.

CANADA Portland CEMENT

is the Standard of Quality

Our big advertising campaign has educated cement users to insist on this brand to make certain of satisfactory results in their concrete work.

The dealer who pushes Canada Portland Cement not only sells more cement, but it gives his customers confidence in all his goods, which enables him to sell those customers the other goods he carries.

It will pay you to have on hand a good stock of Canada Portland Cement so as to be ready for the building season as soon as it opens.

With thirteen mills distributed over the entire country, we are in a position to supply your needs promptly, no matter in what part of Canada your business is located.

We have four sales offices, one of which is in your section of the country. Write to the nearest one for quotations and terms.

Canada Cement Company Limited Montreal

Sales Offices at

Montreal Toronto Winnipeg Calgary

Made in
La Salle, Ill
by
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

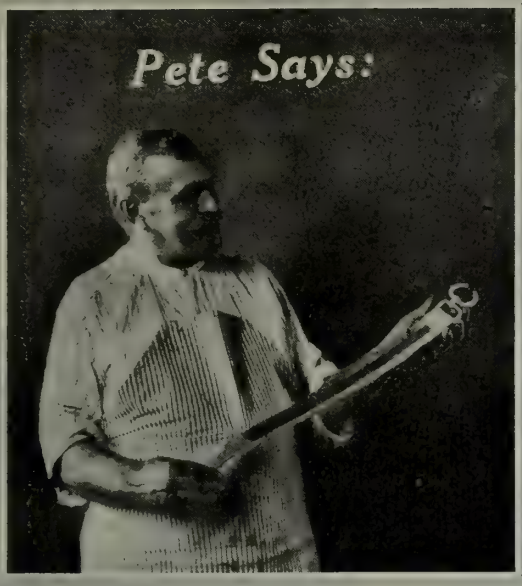
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.00 each. Less 2%.



"A dull, pulling razor has been the cause of more of man's cussin' than all the balky automobiles, "rummy" golf drives, lost collar buttons, or millinery bills in all Christendom."

Have you told your customers how to ease the way for a smooth, comfortable shave? Have you told them about

CARBORUNDUM RAZOR STROPS?

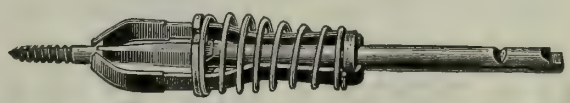
They have three big talking points that will clinch the sales—first: the sharpening side—explain that the finest possible Carborundum powder is rolled into the corrugations—two or three strokes and the razor is brought to an edge—second: the strops are made of genuine, selected horsehide; the finishing side soft, pliable, velvety, smooth—third: the hardware, or holders, are new, novel, practical, convenient.

The prices suit any income.
Ask about our razor-strop display case, hangers, cut-outs, etc.

The Carborundum Company
Niagara Falls, N. Y.

Why Not Feature
THESE TWO
"YANKEE" TOOLS

Quick Return No. 130
and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.



It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

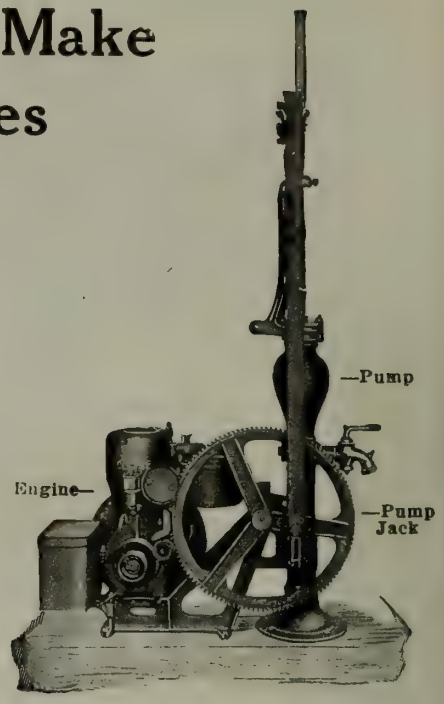
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

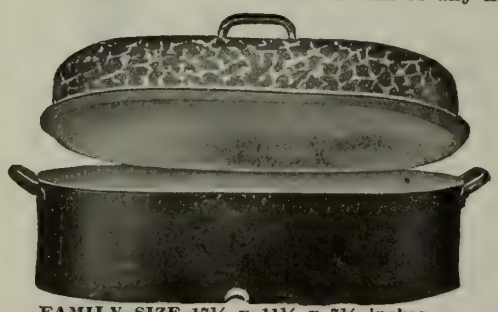
The S.M.P. Seamless Savoy Roasters

Self-Basting
Self-Browning

WILL SOON BE IN DEMAND. ORDER NOW AND BE PREPARED FOR THE RUSH.

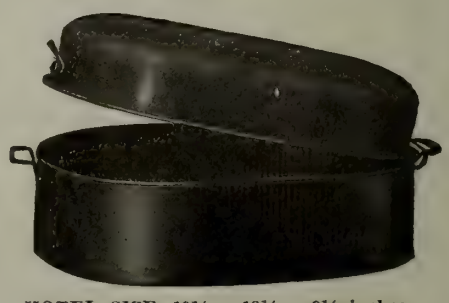
Satisfactory
Sanitary

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain smooth surface that's easy to clean.



FAMILY SIZE 17¾ x 11¾ x 7¼ inches.

PRICES ON APPLICATION.



HOTEL SIZE, 19½ x 13¾ x 9½ inches.

No. 200 Made in Pearl Enamel and Black Steel Case Lots - - - - - ½ doz.

No. 400 Made in Black Steel only Case Lots - - ¼ doz.

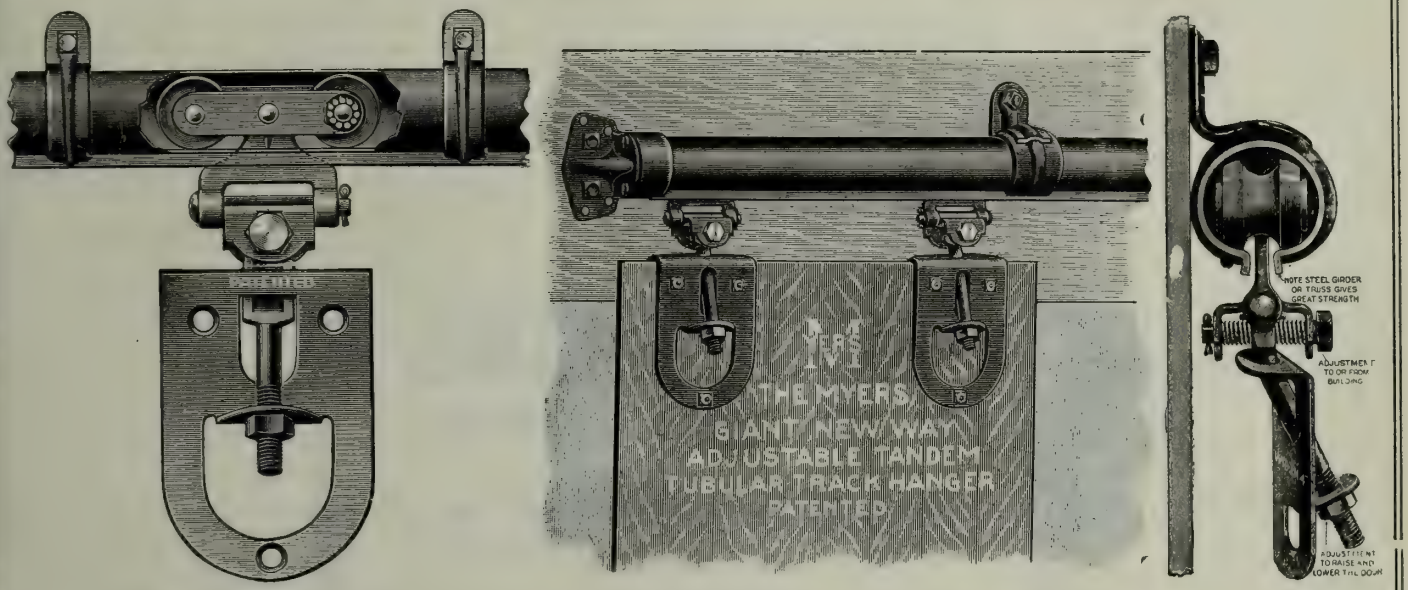
THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO
KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

MYERS
GIANT BARN DOOR HANGERS
ADJUSTABLE TANDEM
With Perpendicular and Lateral Adjustments



Adjustable to and from the Building and to Raise and Lower the Doors. Features found only on this Hanger.

Aluminum Bronze Finish.

Machine Turned Solid Cast Steel Wheels; Hardened Steel, Machined Turned Rollers and Bearings; Wrought Steel Truck Bar, Door Strap and Hinge Connection; Malleable Iron Clevis and Elevating Bolt.

Can be used on Doors from 1½ to 3 inches thick. It is not only Adjustable to every required condition, but is Flexible as well, permitting the door to pass over uneven surfaces on buildings.

Used with Myers Giant Tubular Track

The form of the Track protects against snow, ice and rain, and prevents Hanger jumping the Track.

Per Dozen Pairs Without Track.

No. 15—For Doors 1½ to 3 inches Thick; 6 x 4 inch Door Strap; 1¾ inch Wheels; 4 inch Tread; With Bolts; Weight per Dozen Pairs, 100 lbs. (Track Sold Separate from Hangers) $31.50
Each Pair in a Carton; Half Dozen Pairs in a Wood Case.

TRACK

Japanned Tubular High Carbon Steel with Two Flanges turning downward at the Lower Edge, forming Trusses or Girders which Stiffen the Track and add much to its strength.

Per 100 Feet

No. MG—Without Brackets; 4 and 8 foot Lengths; Weight per Foot 1⅝ lb..... $26.00

80 ft. in a Crate (seven 8 ft. and six 4 ft. lengths), weight 165 lbs.

BRACKETS

Japanned Heavy Pressed Steel with Heavy Reinforcing Rib. Takes ⅜ inch Lag Screws or Bolts; Bolts not furnished.

Per Dozen

No. 1425—Intermediate; Three required to Each Pair of Hangers; Weight Per Dozen 10 lbs... $2.10

No. 1426—End; Interchangeable and Closed; Two required to Each Pair of Hangers; Weight Per Dozen 9 lbs. 2.10

Loose.

WE ALSO CARRY THE FOLLOWING HANGERS.

MYERS' O.K. STAYON FLEXIBLE, MYERS' SURE GRIP TANDEM FLEXIBLE, STORM KING SWING-OUT, NEW MILO SWING-OUT, CROWN TUBULAR TRACK HATCH TROLLEY. STEARNS' PATTERN. NONE BETTER. ROLLER BEARING.

ALL KINDS OF BARN DOOR RAIL.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO**

The Steel Company of Canada, Limited

Hamilton, Ontario

PROMPT SHIPMENTS made of all Orders.

PIG IRON

STEEL
Channel Bars,
Angle, Band,
Spikes,
Concrete Bars,
Hoop.

WE HAVE A LARGE STOCK OF

WOOD SCREWS

BRIGHT BRASS BRONZE



Blued, Brassed, Bronzed, Nickel Plated, Silver Plated, Tinned, Coppered, Japanned.



DRIVE, FELLOE, DOWEL SCREWS.

MACHINE SCREWS

IRON RIVETS, BOLTS and NUTS

Tacks,
Wire Nails,
Staples,
Wire, Cable,
Corrugated Fasteners,
Bright Wire Goods,
Wing Boot Calks and Tools,
Horse Shoes and Horse Shoe Nails.

POLE LINE HARDWARE

LEAD PIPE

WROUGHT IRON PIPE
Black and Galvanized.

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN HALIFAX

Plymouth Rope Safeguards Life, Property and Profits

"Hawser Snaps; Youth Killed."
Here is a news item from *The Evening Sun*, New York, of October 15:

HAWSER SNAPS; YOUTH KILLED.

Victim was Captain's Son and Second Mate of Fishing Schooner.

While the fishing schooner "Griswold I Keeney," of the Fulton Market fleet was taking on bait at Greenport, L. I., yesterday morning, a hawser connecting her with the supplying steamer snapped, its loose end striking Albert Erricson, the captain's son. He was killed almost instantly. Young Erricson was about 20 years old and acted as second mate on the schooner, a large 110-ton smack.

Who is responsible for the death of Albert Erricson? Is the manufacturer of the Hawser? Is the dealer who supplied the Hawser? Is the owner of the vessel? Is the Captain of the boat that used the Hawser? What caused the Hawser to part? Was it made of the best material for the purpose? Or had the material been chosen for its appearance and ability to deceive? Did the merchant who bought the Rope order a Pure Manila Hawser of the first quality? Or did he order a Hawser of inferior quality at a less cost than he would have to pay for a first quality article? Did the owner or Captain of the vessel buy and pay for a first quality Manila Hawser? Or did he buy a Hawser a little cheaper to save money? Was the Hawser suitable for the purpose for which it was used? Was it the right size? Was it in sufficiently good condition to stand the strain to which it was subjected? What was the cause of the Hawser parting? Who is responsible for the death of Albert Erricson? Was his death an accident? Or was it a crime?

Reproduced from Cordage Trade Journal, New York, by permission of the publishers.

The fatality described and commented on opposite is but one of the thousands resulting yearly from cheap rope.

Such occurrences should remind every dealer selling rope of the deep public responsibility that is his.

In these days when honest, high-quality goods are sought and appreciated, there is no excuse or reason for any dealer to shut his eyes.

It pays in more ways than one to sell dependable rope—especially if it's Plymouth.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Shall we send you this free book?



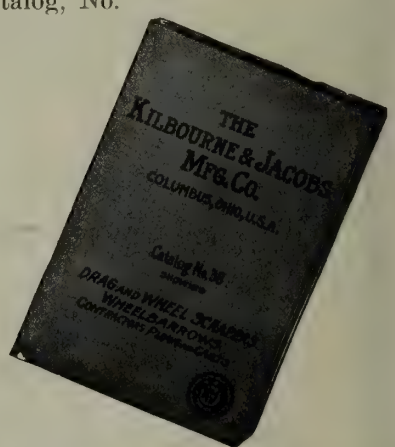
To get it just drop us a post-card saying, "Send your Advertising Sample Book."

It explains a service we give you.

This book contains some samples of the attractive mailing matter and general advertising that we are ready to furnish distributors selling "K & J" Wheelbarrows and Scrapers. After the distributor makes his choice of the advertising designs he wants used for his store, we print them in his name, and, after showing him the completed sample, we mail them out to his customers upon a list he furnishes us. Or we will forward the lot to the distributor to be sent out by him, if he prefers.

Every piece in this collection is very attractive and prepared with great care, because they are to advertise goods that are manufactured with great care. "K & J" Wheelbarrows, Drag and Wheeled Scrapers, Grading Plows and other road tools are recognized quality leaders, and we highly appreciate the attitude of contractors everywhere in conceding them to be first in value over all others.

For details of the "K & J" line, send for this catalog, No. 38-S.



The Kilbourne & Jacobs Mfg. Co.

Columbus, Ohio, U.S.A.

New York London





HOWLAND'S
SAMSON
READY ROOFING

The Quality Roofing

is not affected by weather exposure and will not harden or crack when exposed to severe cold, nor will not melt under the rays of the hottest sun.

It is fire-resisting, and cinders, sparks, or burning embers falling on the roof will burn themselves out without igniting the roof.

THE SPECIAL LAP CEMENT

is a feature in itself. It thoroughly binds the laps and

ENSURES A PERMANENTLY WATERPROOF JOINT

SAMSON ROOF IS WEATHERPROOF

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

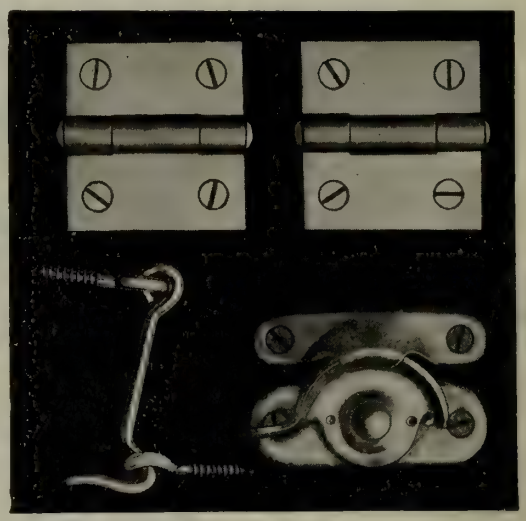
SAFETY FIRST

A Set for the Cellar that's a Seller

Our new No. 70 Cellar Window Set puts the safe feeling into everyone who knows that the cellar windows are locked and that the chances of "getting in" that way are successfully blocked. The lock holds the window tight against the sash, and does not need a weather strip—No. 70 Cellar Window Set consists of

1 Pair Tight Pin Butts (Broad) 2x2
1 Cellar Window Lock
1 Hook and Screw Eye

(Packed 1 Set in a Box, Complete With Screws.)



No. 70 Cellar Window Set.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO

Most Up-to-date Hardware Stores Sell

H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

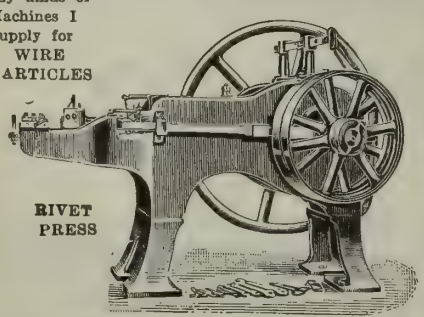
Ask Your Jobber to Show You the "Tree" Brand Lines.

THIS MACHINERY **FOR**

IS ONE of the many kinds of Machines I supply for WIRE ARTICLES

DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

Making Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws Staples, Wire Nails, and Any other Article made from WIRE.



RIVET PRESS

FOR LISTS

ED. BRAND

Wire Machinery Specialist

96 Victoria Street, Westminster, S.W., London, Eng. Late of Manchester.

Cable Address: 'Wyrellous, London' Code used: A.B.C., 5th ed.



Canada's National Metal Polish

Made in Canada—Sold Across Canada

BON TON Cream

Polishes in HALF the time
Requires NO SHAKING—no Sediment
PRICES LOWER—saving the duty on imported polishes.

Already proved by large users—Provided now for all users—A provable good article will MULTIPLY Sales.

Appreciation everywhere, your wholesale has it.



They all trust a Starrett

In any machine shop where accuracy is essential you will find the men using Starrett Tools. They know they can rely absolutely on their measurements and work faster too. This man, a jig maker, relies on his

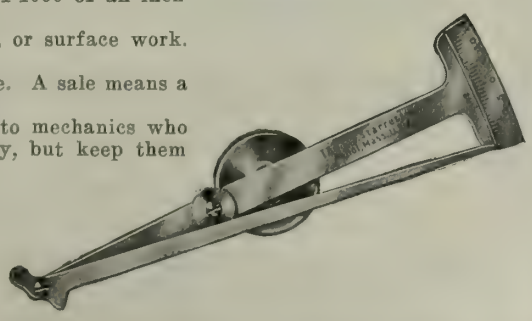
Starrett Test Indicator

to show exact progress on his work. And an error of 1-1000 of an inch would ruin it.

The indicator may be used to test inside, outside, or surface work. It may be attached to any convenient support.

Set one up in your show window and explain its use. A sale means a friend. PRICE WITH TOOL POST HOLDER $3.50.

Are you distributing our new catalog No. 20 MA to mechanics who enter your store? Send for a new supply if necessary, but keep them moving.



The L. S. Starrett Co.

World's Greatest Tool Makers 42-260

ATHOL - - - - MASS.



Enforced Records Increase Profits

WHEN a printed receipt issued by a National Cash Register is furnished your customers on each transaction, you know positively that your money is properly safeguarded.

The printed receipt going to the customer leaves a duplicate record in your cash register, and enables you to trace the transaction, know who handled it, how much it was, and whether cash, charge, received on account, or paid out.

There is a style and size of National adapted to the needs of your store. Write for information.

The National Cash Register Company

285 Yonge St. - TORONTO

Canadian Factory, Toronto

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

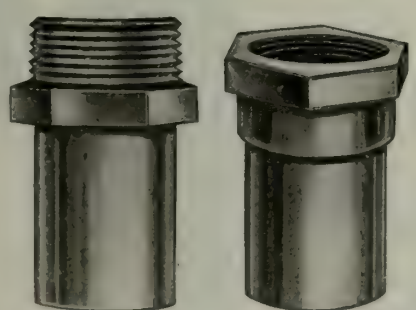
Canada Glue Co., Limited, Brantford, Ont.

GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD FEMALE THREAD

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

A sample order will convince you that we have reason to be proud of the goods we manufacture



A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG

A Product without a Peer

KEYSTONE COPPER BEARING SHEETS

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

BLACK AND GALVANIZED

Rust Resisting **Anti-corrosive**

AMERICAN SHEET & TIN PLATE CO. APOLLO BEST BLOOM TRADE MARK REGISTERED KEYSTONE

For making tanks, stacks, roofing, gas holders, culverts, and all sorts of pipe, flumes and conveyors, our KEYSTONE COPPER BEARING STEEL SHEETS are superior to anything on the market to-day. Copper in the Steel makes it resist rust and defy corrosion. Its first cost is but a little higher than of ordinary Steel, while its durability is very much greater. You pay a little more at first for this extra grade, but you find it real economy and satisfaction in the end.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A.

SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LTD.

507 Transportation Building
MONTREAL

1205 Traders Bank Building
TORONTO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MADE IN CANADA



The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

By Appointment to  His Majesty, the King

RONUK

The Famous English Polish for Floors and Furniture is Now Sold in Canada.



Canadian Offices and showrooms have been established in Toronto. Salesmen are calling on the trade. Advertisements telling the story of "RONUK" are appearing in the leading newspapers and magazines. An active selling campaign is under way. Stock "RONUK" and get the benefit of it.

"RONUK" is universally recognized as the only polish that gives entire satisfaction in every respect.

"RONUK" is not a varnish or oily paste—but a scientific hygenic wax Polish for Floors, Furniture and Linoleum. It cleans as it polishes—fills the pores of the wood, forms a hard, durable germ-proof surface that retains its gloss and finish.

Various sizes to retail at 10c, 20c, 35c, 65c, $1.00 and $1.75 a tin. Write for prices to the trade and sample tin.

"RONUK" is used in the Royal Palaces, the residences of H.M. Queen Alexandra, H.R.H. The Duke of Connaught, H.R.H. Prince Christian, and town and country houses of members of the peerage and English artistocracy.

"RONUK" is used at leading Hotels, Banks, Offices, Schools and other large Buildings, amongst others:

GALLERIES—

National, London.
National Portrait.
Wallace Collection.
Tate.
Manchester City Art.

HOSPITALS—

St. Bartholomew's.
King's College.
University College.
Royal Free.
St. George's.
St. Mary's.
New Hospital for Women.
Royal Waterloo.
Hospital of St. John and St. Elizabeth.
Finchley College.
City of London.
Manchester School of Technology.

Portslade, England **RONUK LIMITED** Canadian Offices and Showrooms 53 Yonge Street, Toronto



COUNTER CABINET STYLE—CLOSED.

Mr. Merchant--Speed Up Your Collections! The Barr Account Register Will Help You.

Gives a statement to the minute to merchant and customer alike as to the condition of the account—is the surest means of cutting out bad accounts—prevents accounts from running into the "no good class"—saves bookkeeping and posting—saves time and labor — the most compact and quickest to operate.

The "Canadian Grocer," in a recent issue, printed the following article on the "Speeding up of the collection of accounts." It is right to the point. And the best system to apply the speeding is the Barr Register. We will gladly prove it.

"Speeding Up the Collection of Accounts"

"The collection of accounts is not always a pleasant duty, but it is a necessary one. A business cannot go on long unless the money that is due it is forthcoming. The allowing of debts to continue until they come within the "no good class" is the downfall of many merchants. A man should go strongly after that which belongs to him. He knows that when his own bills come due he has to meet them promptly, and in a judicious method, he should give his customers to understand the same thing. When a bill becomes past due and still remains unpaid, it generally taken more than one attempt to collect it."

Costs no more than others that are older and less convenient.

Write today for more information

BARR REGISTERS, LIMITED
TRENTON, ONTARIO

Is It

anything in the line of Engineer's or Plumber's supplies that you require?

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If it is we can supply you with the highest quality goods at a price that allows a good margin of profit.

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide St. West, Toronto

"UNIVERSAL" HOME NEEDS—ELECTRIC

"Universal Home Needs," Electric, are the products of a longe series of scientific experience. Every article has been subjected to the most rigid competitive tests and will produce a certain result with less current consumption and therefore more economically than any device of like nature on the market.

The Heating Elements, wound with highest grade Nichrome wire, have original double contact connections securily anchored to prevent pulling out, and when used in accordance with directions are warranted for five years. The flexible connecting cable is thoroughly insulated and handsomely covered. Swivel plug for lamp sock easy to attach. Indestructible plug, containing patented triangular terminal triple contact points. Spring grip at both ends insures positive connection.

All Universal Electric Water Heating Devices are equipped with a Fusible Safety Plug protecting from injury the utensil or table should the current be carelessly applied when the vessel is empty.



Universal Electric Coffee Machine.

Nos.	E914	E916	E919
Capacity,	4 cups	6 cups	9 cups
Nickel Plated or Copper,	$9.00	10.00	11.00



Universal Electric Thermo-Cell Sad Iron and Stand.

	Eastern	Western
No. E901N Nickel Plated,	$4.00	$4.50
No. E901B Black Enamel with Nickeled Hood,	4.00	4.50

Weight of Iron, 6 lbs.; packed complete, 8½ lbs. The Western Zone includes Brandon and west.



Universal Electric Chafing Dish.

No. E920.

Nickel Plated or Copper, Each $15.00

The usual or standard voltage is 110 but all the articles listed can be supplied for the following voltages:

Voltage Rating	Voltage Range
100	95 to 104
110	105 to 114
120	115 to 125
220	215 to 225
240	225 to 245

Always Specify Voltage When Ordering.



Universal Coffee Percolator—Electric

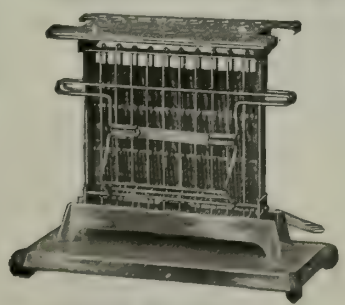
Nos.	E964	E966	E962
Capacity	4 cups	6 cups	9 cups
Nickel Plated or Copper,	$7.50	8.25	9.00



Universal Electric Egg Cooker.

No. E950.

Nickel Plated or Copper Each, $9.00



Universal Electric Toaster.

No. E941

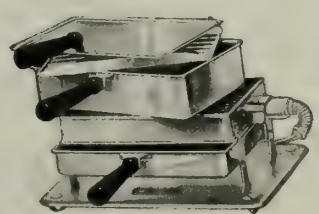
Nickel Plated, Each, $4.00



Universal Tea Ball Samovar—Electric.

Nos.	E9344	E9346
Capacity,	4 cups	6 cups
Nickel Plated or Copper,	$10.50	$11.50

Coffee Percolators and Machines and Tea Pots are also made in this Fluted Pattern.



Universal Electric Grill.

No. E981.

Nickel Plated, Each, $6.50



Universal Electric Chafing Dish.

No. E921

Nickel Plated, Each $10.00

Your Jobber will furnish all above lines at printed prices. If unable to procure, write us direct and we will see that you are supplied.

LANDERS, FRARY & CLARK, New Britain, Conn., U.S.A.



Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

The World-Famous

SIMONDS

Crescent-Ground

CROSS-CUT SAWS



MADE IN MONTREAL

Sell **Simonds Saws** because they will give your customer better service than any other make of saw. There is none better. They cut easy and saw fast. Made of Simonds special edge-holding steel. Each saw guaranteed. Buy from your jobber or write to

Simonds Canada Saw Co., Limited

St. Remi St., and Acorn Ave.
Montreal, Que.
Vancouver, or St. John, N. B.

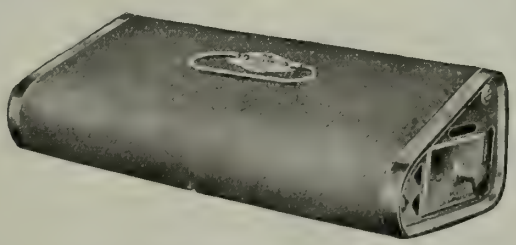
QUICK SALES AND SATISFACTION



CLARK

Indestructible Steel Heaters

For Automobiles, Wagons, Sleighs, Etc.



You'll find this a splendid fall and winter seller—one that gives every satisfaction and pays a most desirable profit.

Clark brick for use in these heaters, yields most heat and lasts longest of all bricks.

We carry on an extensive advertising campaign throughout Canada.

We will send you FREE SELLING HELPS of all kinds, from here.

Clark Heaters are supplied by all leading Canadian jobbers.

Place your order now.

CHICAGO FLEXIBLE SHAFT CO.

250 ONTARIO STREET, CHICAGO

Tools of Quality

W&B

Bear These Marks.

You Can Get All Your Machines Can Give— with "W & B" Reamers

Tools of Quality

W & B CO

Bear These Marks.



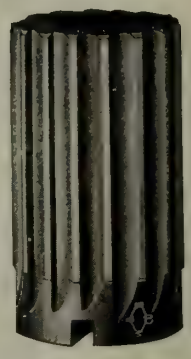
Are your machines being handicapped by the poor quality of your tools?

It wouldn't be a bad idea to check up your reamer jobs with a view to finding out whether your machines are working at full capacity.

If a machine can be made to produce more and better work by simply changing the tool equipment, why not change to full capacity tools—for reamer jobs the tools are "W & B" Reamers.

A good start in the right direction will be to give "W & B" Reamers a trial test.

Go to your jobber for "W & B" Reamers. If he hasn't a full supply, send order direct.



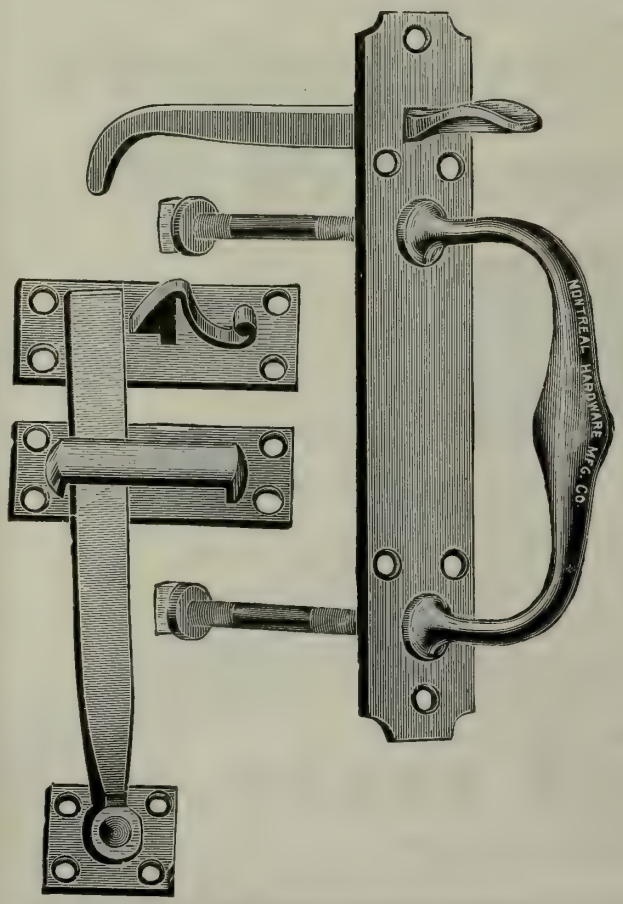
Send for Catalog No. 82-G.

The Whitman & Barnes Manufacturing Company

Established 1854

Office and Factory - - ST. CATHARINES, ONT.

STOCKS CARRIED at WINNIPEG and MONTREAL



You don't need to take chances. You may go further and fare worse. Stock M.H. Brand—not imported nor exported—Made in Canada for Canada Trade.

For durability and finish there is no line calculated to give as good satisfaction.

The uniform quality and reputation for satisfaction has made this line a popular one.

Send for catalog to-day.

Montreal Hardware Mfg. Co.

Limited

MONTREAL



No. 44
Hollow Back Saws

The Superiority of

MAPLE LEAF

Improved Racer Lace Tooth Cross-Cut Saws has been proved by comparative tests

The secret lies in the use of Razor Steel and our method of tempering.

Maple Leaf Cross-cut Saws have a finer cutting edge and it will last longer than that made by any other tempering process.

We stand back of our saws with a written guarantee and a long retained reputation for quality.

They must be exactly as represented or we will refund the money.

We make Cross-cut Saws, Bands, Circulars, Shingle, Concave, Grooving, Mitre, Dado-Head, Gang, Drag, Ice, Hand, Back, Butcher, Pruning, Buck, Saw Tools and Supplies.

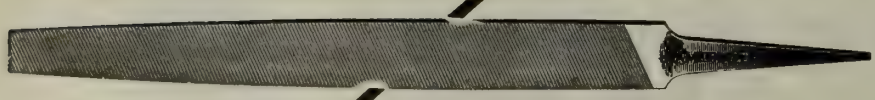
Large stock of saws in Western Canada at our Vancouver Branch. **Our Saws are rapid business builders.**

Write us to-day for catalogue and price list.

Shurly-Dietrich Co., Limited
GALT, ONTARIO
and 1642 Pandora St., Vancouver, B.C.



No. 55 Narrow
Straight Back Saws



NICHOLSON MADE FILES

THE world-known line of Nicholson-made Files has achieved such an immense daily sale that it permits the economical manufacture of a private formula special steel for the Nicholson-made File Brands.

In Canada, these File (and Rasp) Brands are

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

each made from this private steel.

This private steel is cut into files on special machines owned solely by the Nicholson File Co., is treated and hardened by a private process. Finally, the file, after passing through 10 inspections, is individually hand-tested for quality, and must reach or pass a rigid standard.

Such a file as this is the Nicholson-made File that reaches your shelves. You **know** what you sell your customer. He in turn gets a file that is "Nicholson-made" and is "just like the last."

It pays to handle "Nicholson-made" Files. All jobbers.

NICHOLSON FILE COMPANY
PORT HOPE CANADA

Fast Sellers and Good Repeaters



NEW CENTURY

Agents:
W. L. Haldimand & Son MONTREAL
H. F. Moulden & Son WINNIPEG

This Trade Mark



is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

Catalogue mailed on request.

The best buy for your Fall Trade



Makers: NEW IDEA

CUMMER-DOWSWELL, Limited HAMILTON CANADA



First and Still the Best

The following New and Exclusive MECHANICAL FEATURES

are on the

McCaskey Register Only;

The Expansion Feature—

Alphabetical, Numerical and Interchangeable Index.

Electric Recorder—Duplex Section

containing Accounts Payable under lock and key.

Kwikfind Non-Slam Leaves

Daily Trade Builder

Indestructible Patented Leaf Hinges

With Only One Writing **The McCASKEY SYSTEM** *The End of Drudgery*

More Than 100,000 Merchants

Will tell you the McCaskey System is only One Writing

Prevents Disputes and Forgotten Charges

Every Account Totalled and Forwarded with each purchase

Is an Automatic Collector Limits Credit automatically

Abolishes Bookkeeping—Night and Sunday Work—
Posting and Worry

A POSTAL WILL TELL YOU MORE

Dominion Register Co.

TORONTO LIMITED ONTARIO

Trafford Park, Manchester, Eng.
Melbourne, Australia

The Largest Manufacturers of Carbon Coated Salesbooks in the World.



Everything In Its Favour



Quality, workmanship, price and adaptability makes selling easy.

You don't waste time pushing

McClary's Perfection Self-Basting Roaster

It climbs over all opposition.

It saves your time and your customer's money—Write our nearest Branch for further particulars.

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

Concentrate your business on selling goods of recognized quality only

And we venture to assert that you'll find your customers will reciprocate by placing their entire confidence in your store.



McClary's goods are Quality goods and no particular line more so than our Kootenay Steel Range.

The details of its construction is one long repetition of the best of everything. For instance, examine the firebox and note the semi-steel linings, a material of recognized fire-resisting qualities. Also, the construction of the flue system which concentrates the heat on the most important parts, the oven and the cooking top.

And note the handsome appearance and air of refinement and superiority about the Range that appeals to prospective customers.

There are many more items of exceptional interest in this Range—our new booklet explains everything, will you write our nearest branch to-day for a copy.

McCLARY'S SHIP QUICK.

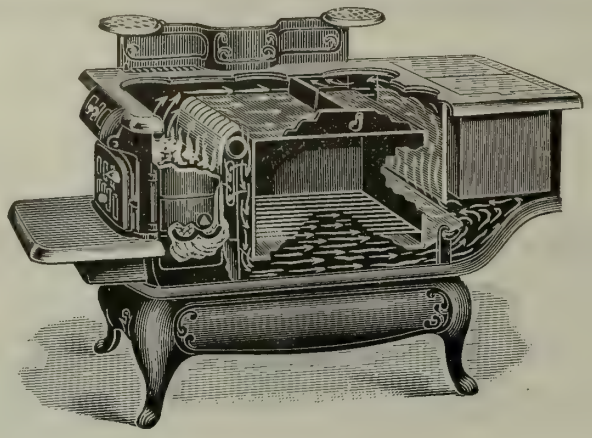
MONTREAL HAMILTON
LONDON
TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON
EDMONTON ST. JOHN,N.B.

McClary's on goods is a Quality Name

Would You Buy A Leaky Kettle?



not if you had any idea as to its water-holding capacity, before you bought it?
And you wouldn't, knowingly, sell a customer a leaky kettle?
You'd know that such practices are not conducive of good will and a growing business?
Then be sure that you don't sell "leaky" stoves; stoves in which more than half the heat goes to waste..
Show all your customers the "Supreme," explain to them the improved fire travel, tell them about the **50 per cent. saving in fuel.**
They'll find that the "Supreme" makes good, that it doesn't "leak any" and they'll come back to you, when they want to buy a kettle or a case of silver.
You'll have their confidence—just "Supreme Prestige"—that's the reason.
And every "Supreme" you sell gives you a handsome margin of profit.
Remember, "leaky" stoves and "leaky" cash drawers are often found in the same store—**Write for particulars now.**

The Supreme Heating Co., Limited, Welland, Ontario

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper

PEASE ECONOMY FURNACES

Write to-day for Catalogue and Prices
Pease Foundry Company
LIMITED
Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton Montreal.



No. 77

Equip Each Stove On Display With a Set of CASTERTRUCKS

A stove that is fitted with the **Harper Handy Castertruck** can be easily shown to prospective buyers. You can wheel it to them and the light, where they can clearly see every part.

Lack of proper display is causing many dealers to lose good stove sales.
The dealer who has his stoves on a dark, dusty platform cannot show them to the satisfaction of customers.

Mount your stoves on Castertrucks now and guard against loss of business.
If your jobber doesn't carry Harper "Handy" Castertrucks—write us.

Chicago Hardware Foundry Company
North Chicago. Ill.

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

Nickel plated, with rubberoid finish handle—**a trial dozen will convince** you that they are a very profitable addition to the notion counter stock.

Write us now for your copy of catalog No. 4.

"Kitchen Kumfort" Trowel



One of the Androck Line

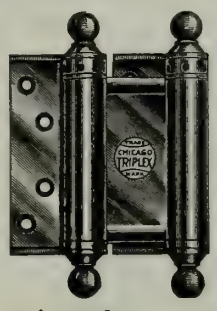
Andrews Wire Works of Canada, Ltd.

Watford, Ont.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

A Steady Seller



Humpty Dumpty Folding Egg Grates

ensure for the live dealer good profits and a steady source of income.

Every farmer is a prospect and the splendidly satisfactory service that the Humpty Dumpty gives always brings him back to your store.

We handle a complete line of woodenware, etc. Write for our catalog.

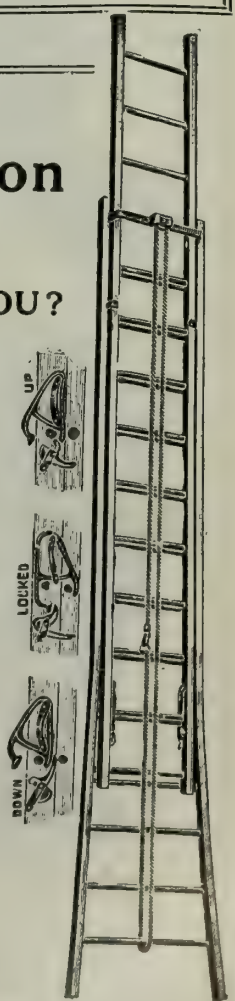
WALTER WOODS & CO.

HAMILTON and WINNIPEG

Let this

Rope Extension Ladder

MAKE PROFITS FOR YOU?



Get right in line on this, the best extension ladder made. Push it hard, for by pushing it you're putting money into your own pocket.

We put the quality into the "Stratford" and hand it to you at a price that gives you a handsome margin of profit.

The Stratford is made from high-grade yellow pine. The rounds are of rock elm and are secured in such a way as to obviate all springing or strain. Made in lengths from 20 to 60 feet.

Write now—it will pay you.

The Stratford Mfg. Co.

Limited

STRATFORD - - ONTARIO

Your First Step

Send me:—

Retail Safeguard System
Sub. 10, Form C3

When you've written those words, on your business letter head, sealed and mailed the letter to our Bureau of Co-operation Systems and Design, you've taken the first step towards a better state of affairs in your business.

You've taken the first step towards stopping the leaks, the mistakes, towards safeguarding your clerks, yourself, and your customers.

You've taken the first step towards a better, brighter store, less bad temper, more efficient helpers. And you've taken the first step towards what all these things lead up to—bigger profits.

You can't afford to "potter" along the way you have been doing—the way your grandfather might have done.

Modern merchandizing demands modern methods; the complexity of the modern hardware store needs the "Shouperior" System of account handling.

What it is, and how it may be applied to *your* business is what we're waiting to tell you, on receipt of your letter.

Take the first step to-day.

AUTOGRAPHIC REGISTER CO. OF CANADA, LIMITED
10 ST. PETER STREET - - MONTREAL

CHADWICK BRASS CO. TRADE MARK HAMILTON

Fern Pots and Jardinieres

Strictly Up-to-date in Design, Finish and Construction

Put these lines in stock now and you will effect a quick turnover and procure a very good profit.



Brushed Brass or Rich Gilt.

AM 5503	without handle	Opening and height	10 inches
AM 5504	without handle	Opening and height	8 inches
AM 5505	without handle	Opening and height	7 inches



AM 5528. Brushed Brass or Rich Gilt. Opening 6 inches. Iron Lining.

Our line of manufactures consist of **Fern Pots, Jardinieres, Kettles, Fire Sets, Cuspidors, Umbrella Stands, Candlesticks, Trays, Soap Dishes, Smoking Sets, Hotel Supplies, Stair Plates, Compression Taps, Copper Measures, Lighting Fixtures, Bathroom Fixtures, Crumb Sets, Mantel Sets and Coal Hods.**

Our catalog will give you a comprehensive idea of the splendour of our goods. Don't fail to write for it—**better do it now.**

Chadwick Brass Co., Limited
Hamilton, Canada

A HEATER FOR EVERY PURPOSE AND PURSE
$3.00 to $40.00



The demand for *Heating Stoves* is by no means over.
No matter what kind or style you may be asked for, we have them in stock and can ship the same day we receive your order. WIRE YOUR REQUIREMENTS. WE WILL NOT DISAPPOINT YOU.

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONTARIO and WINNIPEG

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.



Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



Goodell-Pratt's





Hammer Forged

Screw Drivers, Nail Sets, Punches, Etc.

Strong and Durable
Carefully Inspected and Nicely Finished

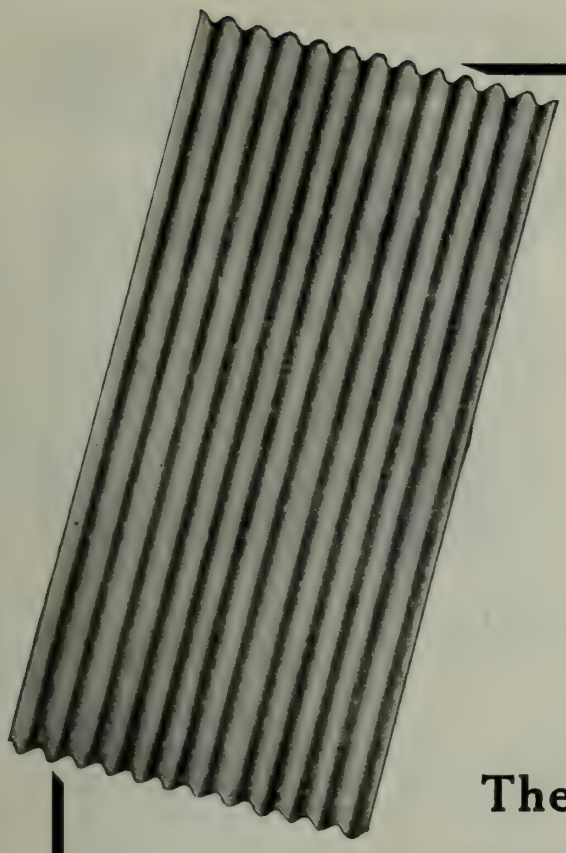
Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.







You Can't Beat "METALLIC" Corrugated Iron

We manufacture this corrugated iron from sheets of especially made metal that holds its shape so that the corrugations remain straight and true indefinitely.

If you want to handle the best corrugated iron made—the kind that makes satisfied customers—you should write to us for all the facts about "Metallic" corrugated iron. Don't think that corrugated iron is all alike. There is a lot of difference in it; and if you will write us we'll give you some good sound reasons why you should handle "Metallic" Corrugated Iron. We make it in galvanized or painted sheets, straight or curve.

We manufacture all kinds of sheet metal building materials.

The Metallic Roofing Co., Limited

Manufacturers

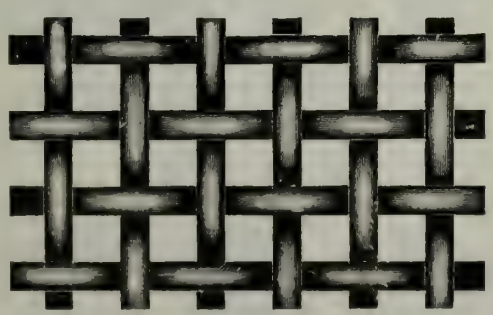
TORONTO and WINNIPEG

GREENING'S

WIRE CLOTH WIRE SCREENING

All grades of Wire Cloth, Double Crimped Screening, Accuracy guaranteed.

Wire Rope



Made of Steel Copper or Brass.

Galvanized and Tinned Cloth.

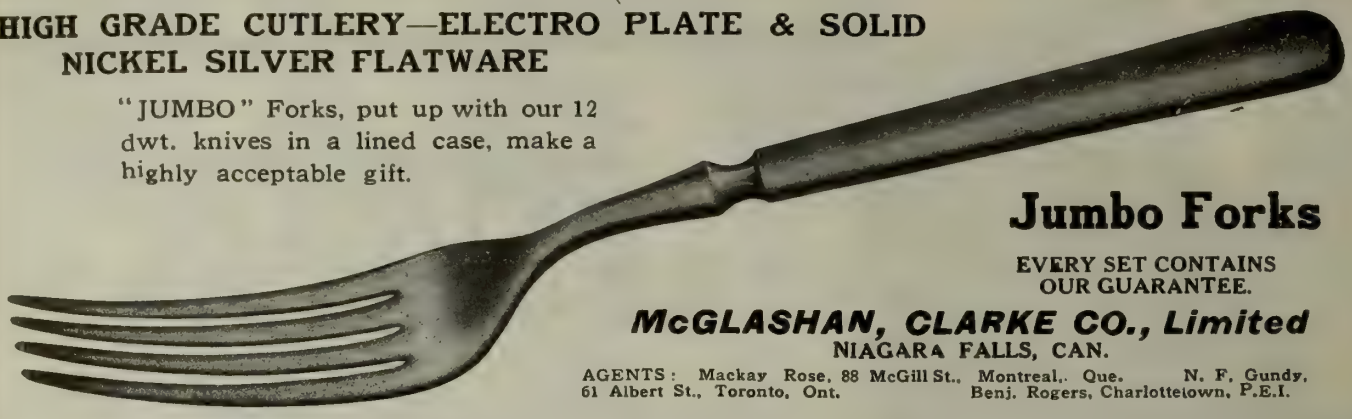
Perforated Metals

The B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

HIGH GRADE CUTLERY—ELECTRO PLATE & SOLID NICKEL SILVER FLATWARE

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift.



Jumbo Forks

EVERY SET CONTAINS OUR GUARANTEE.

McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, CAN.

AGENTS: Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

Corrugated Iron, Straight or Curved, and Absolutely Uniform

Conductor pipe, eavetroughs, valleys, ridge roll, elbows, skylights, and ventilators.

We ship while others are thinking about it.

WHEELER & BAIN, Toronto,



Wood Mantels, Coal, Gas or Electric Grates Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

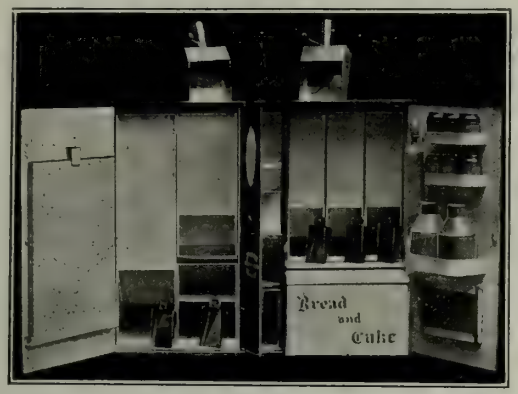
Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL

KITCHEN CABINETS

As a Christmas Gift to the household nothing will be better appreciated and valued by the family than a



Purity Kitchen Cabinet

the greatest labor-saving device for the housewife ever invented. Oak grained—enamelled white inside. All metal—easily cleaned—perfectly sanitary.

Complete with bins for flour, sugar, oatmeal, rice, tapioca, sago, and cereals—two flour sifters—tea and coffee canisters—six spice tins—rolling pin—cake closet—bakeboard—cookbook—mirror and clock. Crated individually—shipping weight 124 lbs.

WRITE US FOR AGENCY IN YOUR TERRITORY.

We have a stock in WINNIPEG, and can supply our Western friends from that point.

W. Reynolds & Co. —Winnipeg representatives.

E. T. Wright Co., Ltd., Hamilton, Canada

Macpherson & Teetzel, —Vancouver representatives.



No. 3423—Nickle, 2 cell
No. 3425—Nickle, 2 cell
No. 3426—Nickle, 2 cell
No. 3429—Nickle, 2 cell
No. 4730—Leatherette

Numbers 3423 and 3425 are the big sellers.

The Demand For

FRANCO TUNGSTEN FLASHLIGHTS

Is being met by the best Hardware Dealers

Your Jobber will supply you

ORDER NOW

CANADIAN CARBON CO. OF WINNIPEG, LIMITED

Western Representatives of Franco Brand, Winnipeg, Man.

Tubular Types

No. 6781—1¼x5 in.
No. 6784—1½x6 in.
No. 6786—1½x8½ in.
No. 6798—1½x6½ in.
No. 6794—1½x8½ in.

Flare End Type

No. 6788—1½x6½ in.
No. 6789—1½x8½ in.



Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

SOLD BY LEADING DEALERS EVERRE OR BY



MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street, Montreal



Curling Stones

That Serve To The Greatest Satisfaction

You will raise the standard and the profits of your Curling Stone business if you handle our "Kay's Excelsior" Curling Stones.

They are ready for use, well shaped, true running and finely finished.

"Kay's Excelsior" Curling Stones are used by the best Curlers.

By selling these Stones this Winter, your sales will increase because those who do much Curling recognize their superiority when they have given them a trial.

Drop me a line for full particulars and prices.



THOMAS BLACK

76 Lombard Street Winnipeg, Manitoba



STOP! Those Complaints from Imperfect Goods

HAMILTON WHIPS are carefully tested before leaving the factory and are guaranteed to give satisfaction.

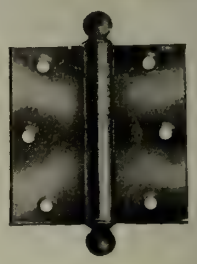
Send for particulars regarding our sample assortment.

119-123 Mary Street ∴ HAMILTON

ACME

BUTTS AND HINGES

ACME quality is the best to be found in builders' hardware. That is why ACME Butts and Hinges sell so well.



No. 2241

ACME makes a full line of Butts, Bright and Plated finish—Strap and T Hinges—Hasps and Staples—Hooks—Sash Lifts—Coat Hooks, etc.—It will pay you to write our Montreal representatives, J. E. Beauchamp & Co., 133 Coristine Bldg., and secure catalog and price lists.

A full stock carried in our warehouse at Montreal all the time.



Acme Steel Goods Co., Chicago, Ill.

J. E. Beauchamp &. Co., Montreal, Canadian Representatives

SENSIBLE CHRISTMAS GIFTS

Universal Toasters

Will make that fine, brown toast, evenly done, not too dry. Economical, neat and attractive. A silk cord with each one.

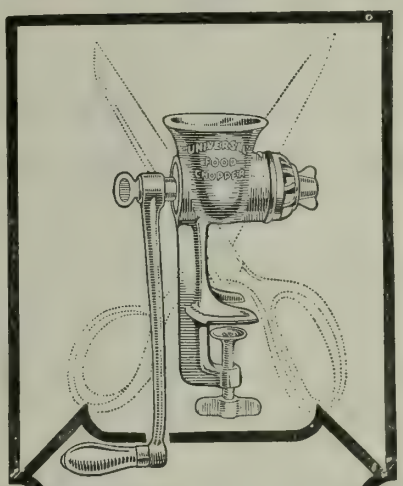


Can be used on the table or at invalid's bedside, or in the kitchen.

Bread Makers



Four and eight loaf sizes, fitted with best shaped kneading rod.



UNIVERSAL Food Chopper

Cuts Like a Pair of Shears

Many so-called choppers crush and tear the meat or vegetables, wasting the juices and destroying the flavor.

The UNIVERSAL—the original Food Chopper—cuts like a pair of shears, with two sharp, beveled edges. These edges are so adjusted that they keep sharp automatically by acting one upon the other.

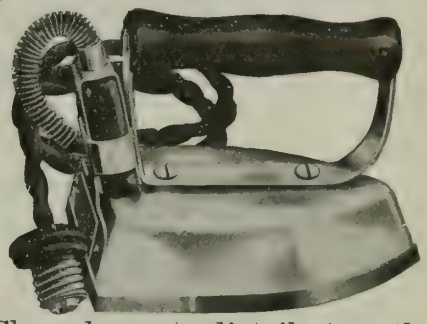
The UNIVERSAL Food Chopper cleanly chops all kinds of meats—raw or cooked—and fruits and vegetables—coarse or fine as desired—*without mashing or tearing.*

Each UNIVERSAL Food Chopper is equipped with coarse, medium and fine cutters.

Extremely simple. Nothing to get out of order. Parts interchangeable—easily cleaned.

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CAVERHILL, LEARMONT & CO.

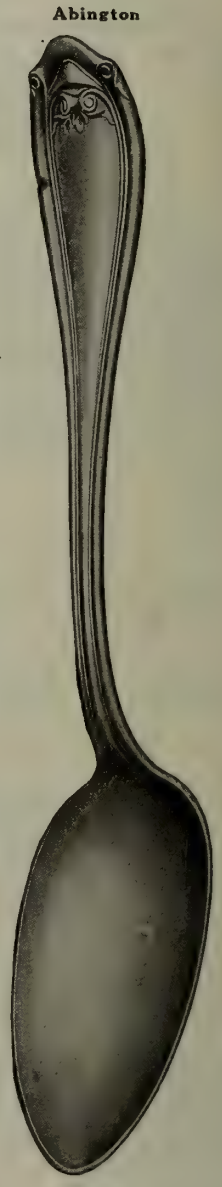
MONTREAL

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, NOVEMBER 29, 1913. No. 48

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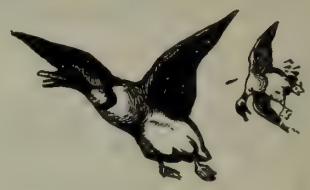
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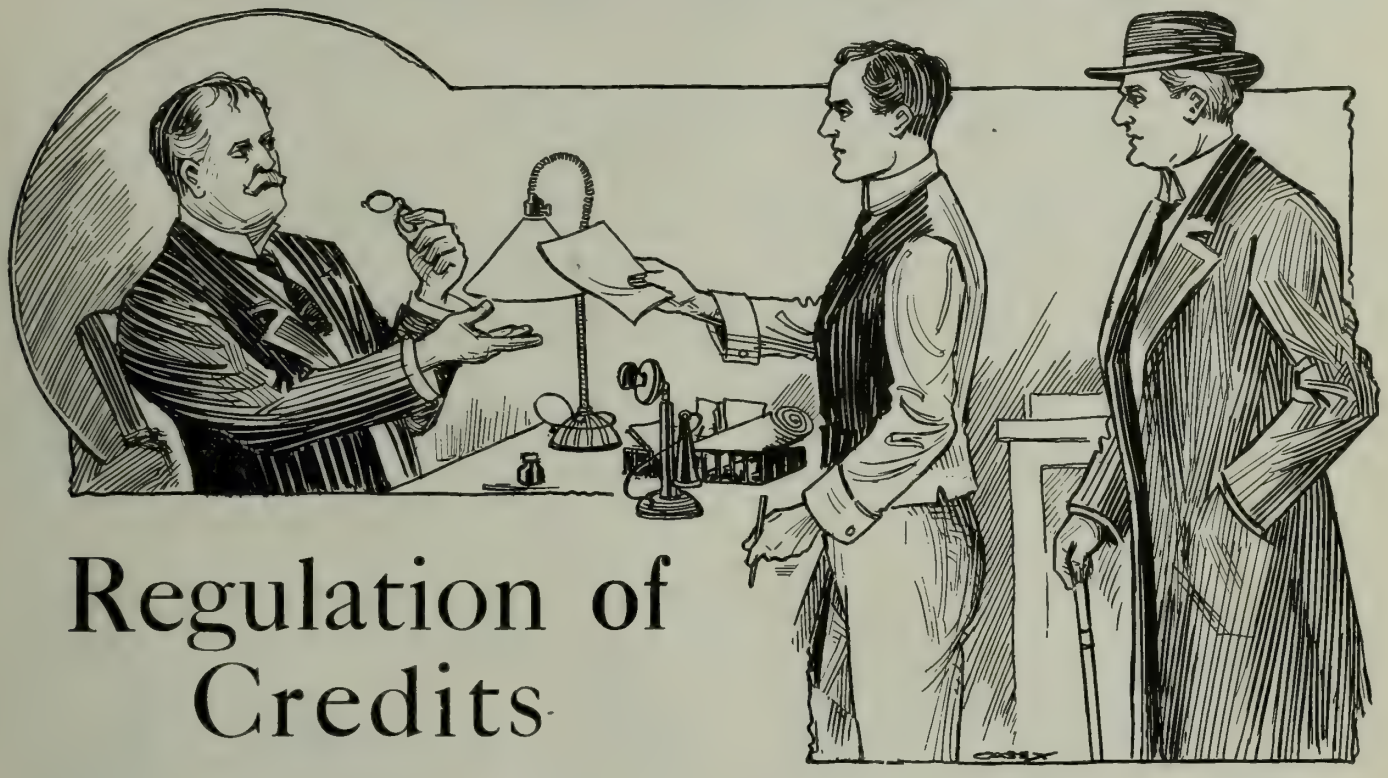
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HARDWARE AND METAL

Vol. XXV. NOVEMBER 28, 1913 No. 49



Regulation of Credits

Energetic Methods of Collection go for Naught if the Granting of Credit is Not Carefully Supervised—Each Account Should be Given Individual Study and Consideration—One Hardwareman's Experience.

WITH his financial affairs in a far from satisfactory condition, a merchant in a western city once went to a friend of his, who was engaged in another line of retail enterprise in the same place.

"I am hard up for cash," he confessed. "For the past five years I have been doing a splendid business and my turnover has been increasing rapidly each year. I have watched costs closely. My overhead expense is as reasonably economical as that of any merchant in town. Nevertheless I can't get the funds to finance the business smoothly. My profits are all on my books."

"You have been lax in making your collections," charged the friend. "That is the only cause that could have led to this state of affairs."

"I'll wager that I have given twice as much time to collections as you have," stated Smith (we will call him that) emphatically. "I've kept after every account on my books zealously every month. I've written letter after letter, have made personal calls, have studied each case separately. And still," he said, with an air of almost pathetic finality, "it does no good. The heavy burden of uncollectable accounts on my books will wreck this business before long."

The upshot of the conversation was that the friend took a few days off from his own affairs and went through Smith's business from top to bottom. Before the end of his investigation, he had located the trouble.

"Smith," he said, "there is only one thing wrong with your methods—but that one fault is a pretty serious one. Your sales methods are, I should judge, perfect and you certainly have your costs down to rock bottom basis. Your collection plans have been thorough. I can see that. But what is the good of locking the stable door after the horse has been stolen? You've allowed people to run up bills who should never have been allowed a cent of credit. No matter how thorough your methods of collection may be, you can't get anything out of a hopeless deadbeat—and there are plenty of that variety on your list."

"Just look at this," he continued. "H. X. Beiry, $26.43. Beiry is the most unprincipled man in town. He has as much moral sense as a man-eating shark. He'll never pay that bill and he has no visible assets that would make suit worth while. Why did you ever let him, of all men, run up a bill with you? You could send him dunners until Doomsday and he would still owe you $26.43 at the last trump. You might as well write that off as a dead loss.

"Then there's old Hank Pelby for $14.16. He owes every merchant in town—except me. I set the old rascal down properly on the one occasion when he had the nerve to suggest credit with me. And let me tell you I sell him more goods on a cash basis than any other merchant in town. They tell me he gets five or six letters every day—all dunners. What chance have you with that wily old rascal?"

And so on down a very lengthy list. The friend summed up the case as follows:

"Smith you've got to run your business on the principle that an ounce of credit regulation is worth a pound of energetic collection. Heretofore, you have allowed credit to any Tom, Dick

or Harry that came into the store. You did so because you believed you were capable of collecting from anyone. Now you have found out that you were wrong there and you had better get a new focus on the credit problem. You can easily make this one of the best paying stores in town if you do that."

And Smith did. The same plan that he had formerly used in working his collections, he now utilized in the matter of regulating credits. That is, he studied each case individually and did not base his conclusions and actions according to a set system. He realized that what went in one case would not do in another. The plan that he now follows can be described briefly as follows:

System of Regulation.

When a customer asks for credit on a purchase, the salesman has no power to accede to the request until the office has been consulted. Before carrying the case to the proprietor, the salesman takes a printed card and secures certain facts from the customer. This can be done without offending the customer, if the clerk uses a little tact. "We have a separate system for credit accounts, you know," he explains. "It is necessary to fill out this card."

The information secured is as to the name, address, and occupation of the customer, and when the account will be paid. This card is taken back to the proprietor to be passed upon. If the latter knows the customer, he decides at once if he thinks the risk can be taken safely; in which case, the salesman leaves the card at the office and, returning to the customer, makes out a regular charge slip. The card is then entered in an index containing other cards of the same kind. This Smith has at his arm's length information filed away about every account on his books.

If, on the other hand, Smith knows the applicant but does not feel that he is a good "risk," he does not hesitate to refuse credit. "I have too much on my books now," is his excuse. " I do not feel that I can add any more." If the customer takes umbrage at the refusal and goes elsewhere, Smiths accepts the result with equanimity and does not regret his decision. The customer in such cases is probably no loss; and the losses prevented by this form of discrimination more than make up for what he may suffer through occasional loss of trade.

Additions to Credit.

Now to follow the working out of the system in cases where a customer asks for an addition to his credit. In all instances the matter is again referred to the proprietor. Smith promptly gets out the customer's card. If any payments have been made on past indebtedness, they have been entered on the card and thus the card shows the present standing of the account. It shows more than that, however. Supposing this customer on opening the account, had offered to pay within a certain stated time. The card shows that the larger part of the amount had been wiped out within the specified period. This shows good intentions in the matter at any rate. He gets the goods as a result. But supposing that the promise to pay has been absolutely disregarded. The account is not enlarged unless the customer can give a satisfactory reason for his delay.

Furthermore, this merchant uses the information on the cards to fix credit limits. Beyond the limit that his judgment has led him to fix in each individual case, he refuses to go.

Each card has a space left blank for the entering of information about the customer. This is done by the proprietor himself. He may learn that the man in question is carrying an account with a rival store. The fact is noted on his card and will weigh heavily if the man makes application again for credit. If it is found that so-and-so is inclined to lay off work occasionally and go fishing, or that a certain customer, on good authority, is a gambler; down it goes on the cards. These comments Smith keeps secret as much as possible, making all entries of payment himself.

In cases where the applicant is not known to the proprietor—they are rare—the card is made out and the customer told that the proprietor will be consulted and the goods sent, if the latter agrees. Then enquiries are made about the man. If whatever information is secured is of a favorable nature, the goods are sent. If there is any ground whatever for doubt, the order is not filled and a courteous letter is sent to the party, explaining that it is not expedient to increase the amount of credit business carried on the books.

Such is the system. To some it may appear arbitrary, upsetting to trade traditions and difficult of operation. Nevertheless, this merchant has carried it on successfully for some time. He has lost the custom of not a few persons by refusing them credit or by presuming to question their bona fides, but he has at the same time reduced his loss through bad debts to an almost infinitesimal proportion. "No one questions the right of the banker to make full enquiries before giving out money," he declares. "Why then should the merchant be refused the right, before giving out goods, which are the equivalent of money, of assuring himself that he will not lose thereby?"

Use of Personal Judgment.

This system is intended only for comparatively large stores where trade is done with a shifting population. Obviously is would not be necessary in a small place where the merchant knew every man in the place, their exact standing, prospects, antecedents and habits.

In the case of the small store, the merchant can regulate his credits by personal judgment without any such system. That there is a great amount of laxity in this respect, however, is a fact which will not require proof.

In basing one's judgment of a customer's financial soundness and honesty no rule or set of rules can be followed. It is largely a matter of opinion. The merchant who knows the people of his neighborhood should not often make a mistake.

Some merchants have a positive genius for sizing up matters of this kind. They seem to be able to look right into their man and see whether at heart he is well intentioned and to be relied upon.

Two Incidents.

To illustrate the very important fact that all men cannot be judged on the same standard two incidents may be quoted. A hardwareman once sold a stove to a customer who had only two dollars to put down on it, and who was known to be in hard circumstances. "He was honest to the core,' explained this merchant. "One could see by his eye that he would never cheat you of a copper. I was prepared to wait for a long time, but I knew I would get my money in the end." And he got his money in due time.

This same hardwareman refused to sell a stove to a man who had recently moved to the town, despite the fact that the customer offered to pay twenty dollars down on the purchase price. "I did not like his appearance," was his explanation. "He was too glib, too plausible, too ready with his promises. I somehow felt I would rather have the stove in my possession than his twenty dollars." The merchant made an excuse to avoid an immediate delivery and then instituted enquiries. He found the man had a bad record and had left a lot of debts in the place he had come from. The stove was never sent and the merchant doubtless saved himself a big loss by his caution.

To sum up, the merchant who desires to save himself from losses through bad debts must safeguard himself by an adequate system of credit regulations.



McLennan, McFeely & Company employes have a bowling team in one of the city leagues, but in the first part of the season they have been having a streak of bad luck.

Final Preparations for the Christmas Trade

Stock in Store Will Necessarily Have to be Re-arranged — Separate Department Should be Established for Toys — Selling Christmas Goods on the Cash Basis—Holding a Special Opening.

IN a week's time now the retail trade will be plunged into the Christmas shopping season. Active preparation will, therefore, be in order.

A problem which will confront the hardwareman will be that of re-arranging his stock, to give the lines which he intends to feature for Christmas trade the utmost prominence. This can probably best be done by putting such goods at the front of the store, centralizing them all in one point, as far as possible. Some dealers have adopted the plan of forming a bazaar or a department containing only lines suitable for Christmas shopping. This, however, can be done only in the larger stores. The advisability of getting the Christmas stock in the front of the store is a consideration which applies to all hardwaremen. The advantage of the plan is that it enables a merchant to centralize such goods which people most naturally are tempted to buy at Christmas time. Thus, instead of having to go from one part of the store to another, the shopper finds everything offered for sale in a compact space.

Rearrangement of Goods.

To make it possible to group all Christmas goods at the front of the store, it will be necessary to temporarily relegate certain of the less active lines to rear positions. This can be done with no loss to trade, as there are a number of lines which, at the present time, are not selling to any appreciable extent.

In the choice of goods to be featured in this way the merchant must bear in mind that the greatest profit can be obtained in endeavoring to interest as many people as possible. That point should decide him in his choice of stock. It will be necessary in most cases, therefore, to display goods of the highest quality, as well as lines which would appeal to the medium- priced trade. Articles selling at all prices will be in demand during the Christmas season, inasmuch as there are purses of every grade of purchasing capacity to be catered to.

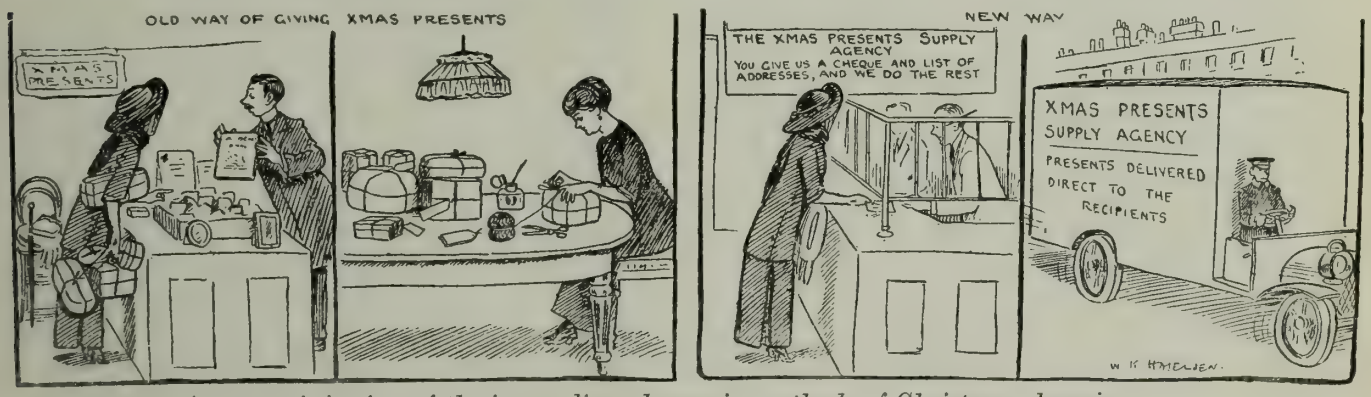
Separating the Toy Department.

Where a hardwareman carries a toy stock it will be advisable to keep the toy department as far as possible separate from the rest of the store. The reasons for this are manifold. It gives, in the first place, a better chance for the display of the stock. In the second place, it prevents the overcrowding of the main store. A toy department will be crowded with children more or less all the time during the last few weeks of the season. Naturally this would seriously inconvenience the store staff and other customers if the toys were displayed in a prominent part of the store where other business was being carried on.

In the majority of hardware stores the idea followed out is to use the floor above. If there is no suitable show room on the second floor a temporary one can generally be arranged without much difficulty. Stock rooms can be temporarily cleared out for this purpose. The room may not be especially adapted for the purpose, but after all the goods are the thing. If the display of toys is a sufficiently attractive one any shortcomings in the room itself will be readily overlooked.

On Cash Basis.

Another advantage of setting aside Christmas departments at this time of year is that it enables the merchant to put these departments upon a strictly cash basis. Experience has shown that it does not pay to sell Christmas lines on the credit plan. People buy on impulse, and when time for reflection arrives they sometimes regret what may have been an extravagance with them. If the article in question has not been paid for, it may be some time before the customer will come to the paying point. It is much wiser to adopt the cash principle, but in cases where the hardwareman has been doing business on a credit basis it may sometimes be difficult for him to set an arbitrary rule contrary to his daily principle to apply around Christmas time. This difficulty is partially overcome when Christmas goods are put in a separate department, thus giving countenance to the idea of a different sales basis for that department.



A cartoonist's view of the impending change in methods of Christmas shopping.

A Special Opening.

Why not hold a special opening? If advertised adequately and featured by the sale of a leading line, such for instance as a special line of toys, the results will be the creating of a distinct degree of interest in the public mind which will bear fruit later in the season. All the large stores have adopted this principle with splendid success. In the last issue reference was made to the methods adopted by The T. Eaton Co. in carrying out their annual opening. In this case the date of the opening was made most extraordinarily early. With the hardwareman the official opening of his Christmas department comes as early in December as he can arrange to hold it.

A feature which should not be overlooked is the necessity for planning advertising campaigns well in advance. As

(Continued on page 49.)

HARDWARE AND METAL

VOL. XXV. No. 48 Toronto, Canada, November 29, 1913 Two Dollars per Year

THE HARDWARE GATHERING.

JUDGING FROM what transpired at the executive sessions of the Ontario Retail Hardware and Stove Dealers' Association and the Canadian Hardware Manufacturers Exhibitors' Association last week, the gathering at Ottawa in February should be a great success. As far as the manufacturer's exhibition is concerned, all past records will be broken. The exhibition will be on a larger and more comprehensive scale than ever before.

The retail convention will be marked by the introduction of a number of new features which should make the sessions of redoubled interest. Full particulars of these new features will be found elsewhere in this issue and each retailer should make it a point to read this report. The instructive programme mapped out should serve as an inducement to every retailer to be present during "Hardware Week" at Ottawa.

The changes made in the retail programme are all along the line of more practical research. One feature will be the presentation of papers by prominent members on topics of practical merchandising interest. This should lead to discussions of more sustained interest, inasmuch as the man who prepares a paper will go into the subject thoroughly and bring a comprehensive review of the facts of the case. Where purely extemporaneous discussions are carried on, it is seldom that the probe goes deeper than surface facts.

A commendable decision has been made with regard to the prompt commencement of convention sessions. If the officers this year can get the meetings started on time, they will indeed have earned a reputation for executive efficiency. The loss of time in past years has militated against the usefulness of the sessions inasmuch as it has appreciably shortened the time for the transaction of business.

* * *

During the course of the convention, a deputation will wait upon Premier Borden and his ministers and lay before them a series of resolutions embodying the views of the O.R.H. & S.D.A. on various matters affecting the trade. It will first be urged that the Parcels Post rates "should be fixed according to distances—and that rates should be enough to make the Parcels Post self-supporting." With respect to the latter clause it will undoubtedly be met with complete concurrence. It is a basic principle that the Post Office Department must be self-supporting and any departure in the way of added public service must be maintained on the same basis. With respect to the first stipulation, the way will be less clear. The interests behind the agitation for Parcels Post are strongly in favor of the flat rate basis such as is in operation in Great Britain. From the standpoint of the retailer and, we believe, from that of public interests, the zone system is better and more expedient. Canada is a country of immense distances and the zone system or a mileage basis seem to be the only feasible solutions of the problem. This point should be strongly urged by the hardware committee.

* * *

A resolution will also be put in, urging that the inspection of weights and measures should be made at the expense of the public treasury. This demand is an eminently fair one and yet its regular presentation for a number of years has not met with much response. That the honest merchant should be mulcted to foot the expense of checking up dishonest merchants in the public interest is neither a fair nor a logical proposition. A strong plea should be entered on this point.

A NEW AGRICULTURAL ERA.

WE ARE AT the beginning of a new agricultural era. Time was, when farmers as a class were inclined to scoff at all modern improvements. Agricultural implements gradually fought their way into recognition, until they are now universally used wherever farming operations are carried on. Of latter years, the farmer has begun to see that there are countless other mechanical devices which assist him in doing his work and enable him to increase his profits. Now he is beginning to use electricity and gas, and particularly in the West we find ploughing, seeding, threshing, churning, and all other operations carried on by power.

The farmer's wife is also beginning to benefit by the introduction of modern improvements. Washing machines, electric irons, and many other conveniences which the city woman has enjoyed for some time, are now becoming generally used on the farm.

This change has a deep significance for the hardwaremen. The devices and machines which are used as stated above, and the supplies therefor are obtained largely from the hardware store. It would be well, therefore, for all in the hardware trade to very carefully watch the growth of the trend among the farming classes in this direction. By catering to the trade just created, hardwaremen can work up a larger and more profitable business.

BANKING ON CHRISTMAS EVE.

BUSINESS transacted on Christmas eve is so heavy that the question of the disposal of the cash taken in becomes a serious problem. A few banks remain open for the accommodation of the merchants, but the number doing this is comparatively small. The merchant has the alternative, therefore, of leaving the cash in the store safe, or carrying home as much of it as he can manage in order to have it in his own safekeeping. In either case, he is bound to be the prey of anxiety until such time as he can get the money safely to the bank on the morning after the holiday.

The bank owes it to the merchants to relieve them of this anxiety and a little pressure judiciously brought to bear should result in a general decision to have branches open for a certain period at least on Christmas eve. If the merchants doing business at each bank were to get together and put the matter before the local manager, he would almost certainly recognize the justice of their claim.

POINTED EDITORIALS.

Less than four weeks now.

* * *

Make one article sell another.

* * *

The business outlook is showing much more promising signs.

* * *

Reports from the West indicate that the retail business is much brisker.

* * *

A good hardware salesman has a practical knowledge of the goods he sells.

* * *

What is needed now is a touch of what is usually called "real old winter weather."

* * *

There are three words which sum up the qualities most essential in business and they all start with B—Brains, Backbone and Ballast.

* * *

"Man wants but little here below," but he wants that little on time and just exactly as he ordered it. In other words, he wants service.

* * *

A successful laundry in St. Louis advertises itself as the slowest laundry in the city. One case where slow service pays—the exception, possibly, which proves the rule.

* * *

The recollection of quality remains long after the price is forgotten. This saying has become a proverb. But it might well be added: The annoyance of a cheap purchase lasts long after the satisfaction over the lowness of the price has passed away.

* * *

The implement dealers are stated to have done famously in the way of collections in the West this fall, due to considerable energy and foresight on their part. They are great assets in the matter of collections—energy and foresight.

* * *

What bank manager will loan money without convincing himself in the first place that the applicant is thoroughly reliable? Why should a retail merchant give out goods, which represent so much money to him, without taking equal precautions?

An Extravagant Claim

EXTRAVAGANT claims are easy to make. Some people reckon they could take over a retail store, cut prices in half and still make a big profit. They will tell you that.

Take, for instance, the claims made for a co-operative store which is being opened in the city of Chicago. The promoters have figured it out that they will have overhead expenses of somewhere around 20 per cent., that they will distribute from 6 to 10 per cent. dividends annually among the shareholders after setting aside 5 per cent. for the reserve fund and 3 per cent. discount on coupon book order and, out of the profits that are left over, return to their patrons 4 per cent. on the total amount of their purchases for the year. This is indeed a formidable undertaking. The man at the head of this store will have to be a salesman par excellence and a financial wizard. But, and here comes the rub, this showing is going to be made in the face of selling prices reduced anywhere from 10 to 20 per cent. below the average retail price.

That such a claim could be advanced in all earnestness is something that will amuse the retailer who knows the impossibility of making a large percentage of profit in the face of advancing business costs. In fairness to the co-operative movement, it may be stated that the new enterprise is not co-operative in the true sense of the word.

The issuing of this glowing prospectus is done apparently with the view of interesting investors. In the English co-operative store, the idea worked out is for the patron to make himself financially interested only to the extent of his weekly purchasing power.

If this store is started in Chicago, the developments will be worth watching. Supplies will be bought in the same market as the retailer and the costs of doing business will be quite as heavy. We fear that when the time comes to make good the promises as to profits, it will be found that there had been a sad miscalculation somewhere.

The serious part of it is that statements of this nature are accepted in all seriousness by the public. When it is stated that a new venture is to be launched with the idea of cutting prices and still making a profit, the consumer regards it as but another evidence of the fact that the retail merchant is making an enormous profit. People are convinced that it is possible to do exactly what the prospectus of this Chicago movement promises to do.

The public never takes cognizance of the fact that only about ten per cent. of the retail enterprises launched become permanent. If profits are so large in the retail business, why should the other ninety per cent. fail? The fact of the matter is that the retail business is a case of the "survival of the fittest." The merchant who can make a profit in spite of the difficulties which confront him, becomes a successful merchant. He does not tread a primrose path of easy profits.

The Manufacture of Electrically Welded Chain

Describing the Methods Employed in Manufacturing Chain—How the Electric Weld is Made—Heat is Developed by Passing of Current at Low Pressure—Each Link is Tested—Nothing Left to Chance or the Skill of the Workman.

Written for Hardware and Metal by L. B. Powell, Sales Manager the McKinnon Chain Co.

IN order that the development which has taken place in the chain industry of Canada during the past few years may be more clearly understood, it will be in order to give a brief description of the manner in which chain is made under the fire-welded process.

The equipment of a chain manufacturing plant under the latter process consists principally of coiling machines, cutting machines, forges and hand or power hammers. The material is coiled into a long spiral and cut into separate links under a cutting press, the spiral being fed into the press in such a way that each link is cut across with a scarf at an angle of about 45 deg. These links are taken to the chain makers and brought to a welding heat in either a combination gas and hand furnace or in a coke forge. A number of links are heated at the same time, and as fast as one comes to a welding heat, it is taken from the fire and the scarfed ends pounded down under the blows of a hand or a power hammer.

This method of manufacture as regards quality, depends entirely upon the fidelity and skill of the workman.

Electric Welding a Modern Improvement.

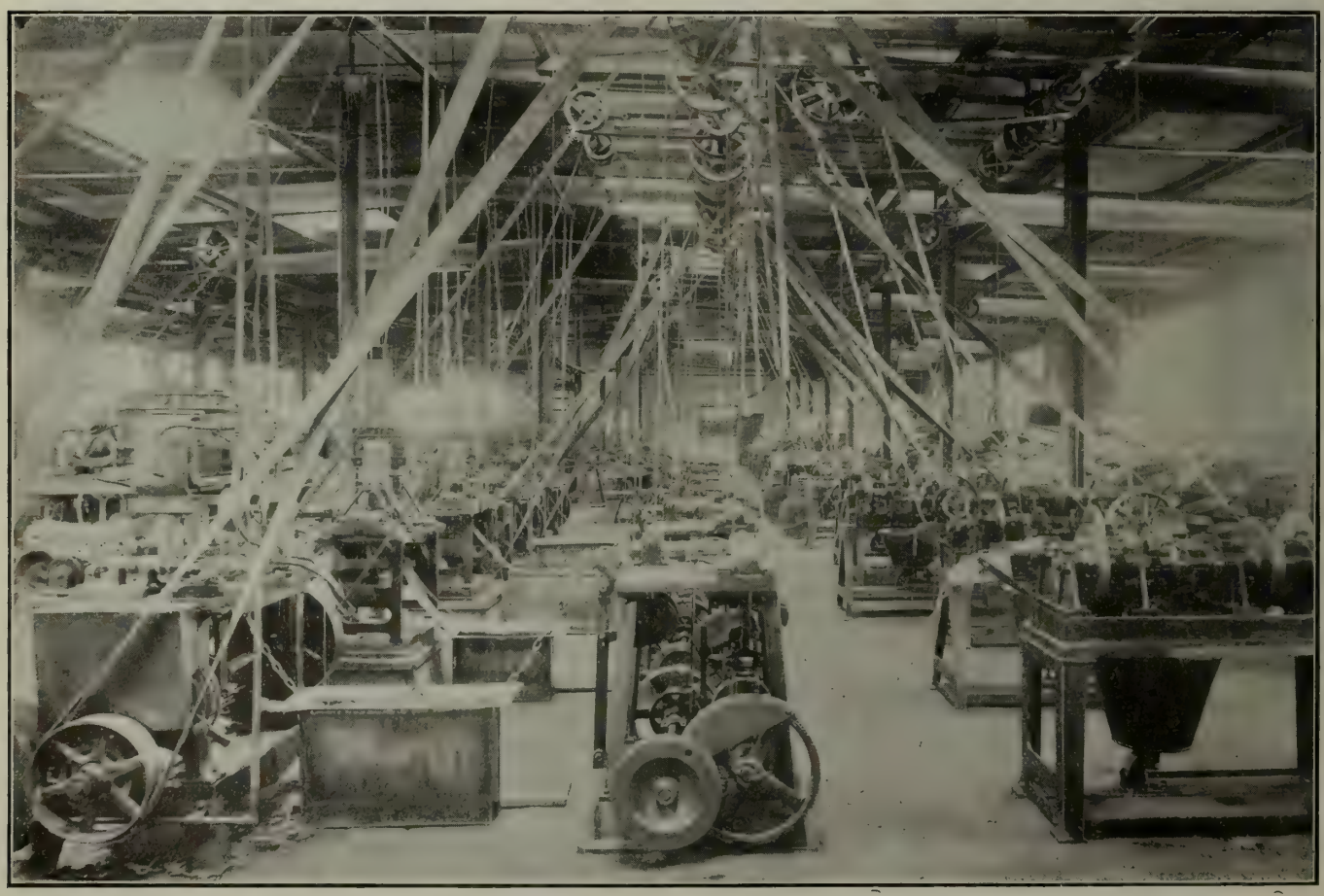
The electric welding of chain is a modern improvement. Chain, above all other products, needs the strength that is obtainable only by perfection of welding, and the invention of the automatic welding process is the result of experiments continuing over a long period of time with a view to finding a method of forming and welding links that would result in every weld being absolutely perfect.

The machines illustrated herewith are not the product of a chance thought, but are the result of a long study and expensive experiments resulting in continuous improvements, all of which are fully protected by patents in Canada, Great Britain, United States, and several European countries.

The plant of the McKinnon Chain Co., located at St. Catharines, Ontario, is of modern fireproof construction throughout, and is thoroughly lighted and ventilated. It can be seen at a glance that it is filled with expensive automatic machinery capable of turning out a very heavy tonnage of chain. The company has a similar plant at Buffalo, N.Y., for its United States business.

Manufacture of Butt-Weld Chain.

The first operation in the manufacture of butt weld chain is that of bringing the chain into unwelded links on the forming machine shown herewith. The coils of wire are fed into the machine from a spool, and the operation of the machine



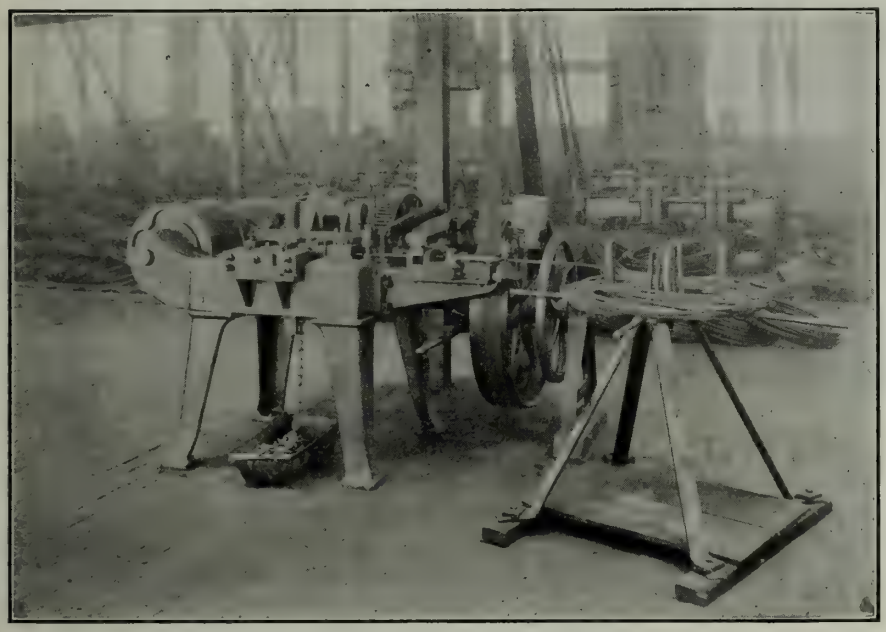
General view of the McKinnon Chain Co. plant, St. Catharines, Ont.

is entirely automatic, linking the chain together ready for welding as shown. From the forming machine, the unwelded chain is fed directly into welders of the type illustrated, the operation of which is also entirely automatic.

Owing to the fact that alternate links present themselves for welding with the opening at different angles, these welders are constructed with two heads, so that the first head will weld every other link, and the second head will weld those in between; the chain being twisted between the first and second heads so that the link will be presented to the jaws of the welder in the same position. This arrangement is one of the Patented features of these machines.

The electrodes of the welder meet the material on each side of the joint, and, while the current is passing across the joint, the link is being given compression at the ends so that a junction of the material at the welding heat is being effected. The heat is developed by the passing of a large volume of current at a very low pressure, 2 to 3 volts. The pressure is so low that the current cannot be felt even with both hands on the electrodes, while the volume is so great that ½-in. links come to a welding heat in 5 seconds, and it requires a conductor or lead 8 inches square of pure copper. A curious fact about copper used for such purpose is that one per cent. of impurity reduces its current carrying capacity by 33 per cent.

These welders are entirely automatic, with the pressure and current regulated so that each link receives exactly the



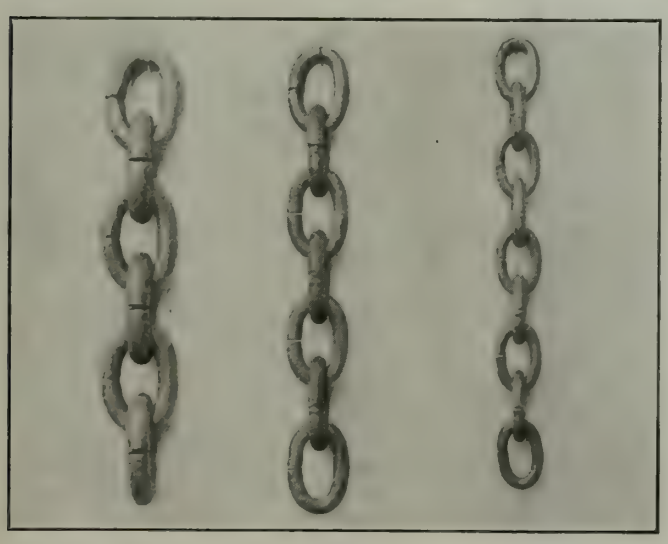
Chain forming machine.

AN AID TO SALESMANSHIP.

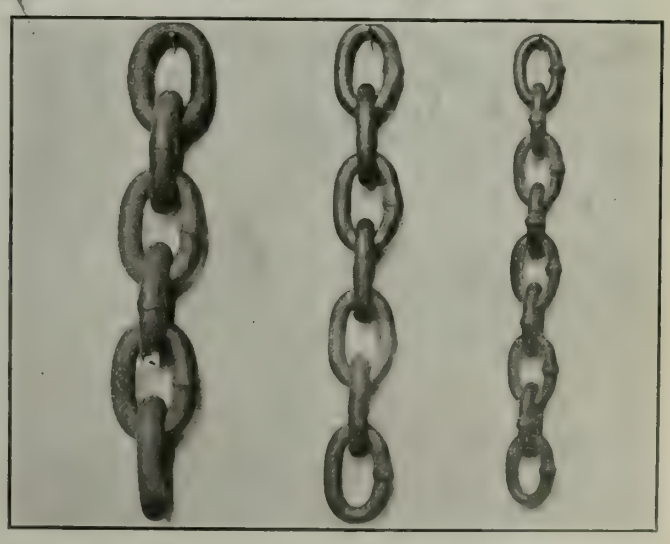
One of the greatest needs in the retail hardware store is practical salesmanship. The bulk of the goods offered for sale in the hardware store are practical articles, to be used in practical work. The customer wants to know all about the article he is thinking of buying—how it is used, how it was made, what particularly good points it has. When a salesman can satisfy his customer on all such points, he is pretty close to being 100 per cent. efficient.

To secure all practical information available about the goods he offers for sale should therefore, be a first consideration with the ambitious salesman. He should lose no opportunity of obtaining information that would assist him in demonstrating his goods.

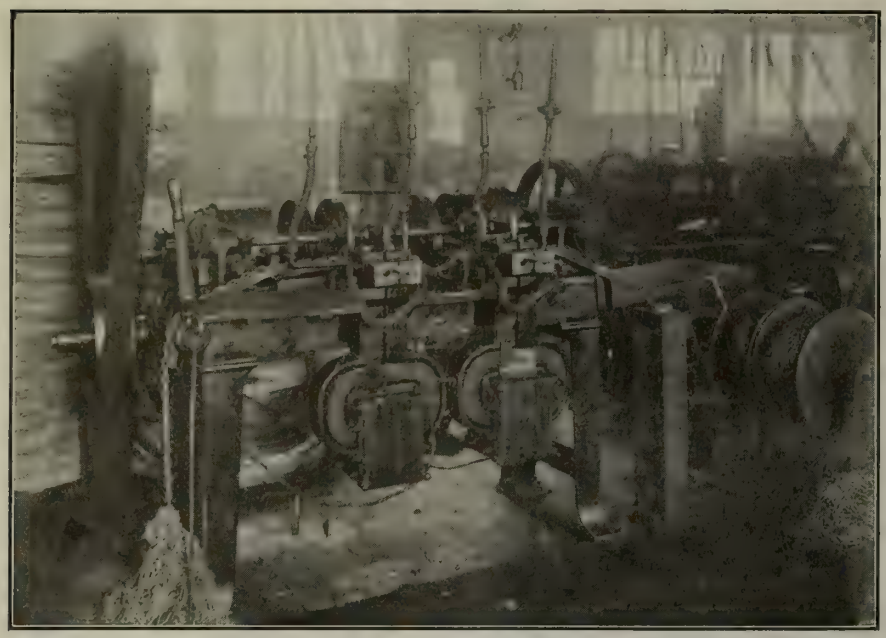
The trade paper can do its share in disseminating practical information with reference to the manufacture of hardware lines. It is with this object in view that the accompanying article by Mr. Powell is presented.—Editor.



Chain from forming machine ready for welding.



Electrically welded chain showing swell weld.



Automatic Chain Welder.

correct amount to insure a perfect weld.

One of the illustrations shows several sizes of chain just as they come from the welder and indicates clearly the swell at the weld. This swell is a natural result of the process of manufacture, and while it could be reduced so that the weld would be equal in diameter to the balance of the link, such a reduction would not only take away the extra strength where most needed, but would have a tendency to weaken the weld mechanically, and, in both ways, would reduce the quality of the product.

The swell at the weld does not interfere in any way with the use of the chain for practically all purposes, and a great many tests have proven absolutely that the reduction of the weld would mean a decrease of almost 50 per cent. in the strength and wearing quality of the chain.

Test Features.

While records show that over 99 per cent. of the product of these automatic welders is perfect in quality of welding, yet nothing is omitted that will produce as near to 100 per cent. perfection as possible. For that reason, every link of chain is carefully inspected after it leaves the welder, and any links that show evidence of imperfect welding are at once cut out, and the chain passed to the hand welder to be joined together before being tested. In the manufacture of electrically welded chain, because the pressure and current are regulated automatically, nothing is left to chance or to the skill of the workman.



Chain in Stock.

HARDWARE LETTER BOX



Icing Tubes.

Thos. Magladery, Englehart, Ont.—"Kindly advise me who manufacture Icing Outfits for icing cakes, etc."

E. T. Wright Co., Ltd., Hamilton, Ont.; Fletcher Mfg. Co., Toronto, Ont.; G. M. Thurnauer & Bros., 83 Worth St., New York; V Clad & Sons, 12th below Locust, Philadelphia, Pa.—Editor.

Store Ladders.

Fraser Hardware Co., Galt, Ont.—"Can you favor us with names of manufacturers of store shelving ladders?"

F. E. Myers & Bro., Ashland, O.; Hamilton Brass Mfg. Co, Hamilton, Ont. —Editor.

Aluminum Tea Kettle

Wells & Wells, Dresden, Ont.—"Would you kindly inform us who makes aluminum tea kettle No. 9?"

Ware Mfg. Co., Oakville, Ont.; Hoods, Ltd., International Exchange, Birmingham, Eng.; W. H. Sweeney Mfg. Co., Brooklyn, N.Y.—Editor.

Silverware Trade Mark.

Frank Koehler, Watrous, Sask.—"Can you give me the address of firm manufacturing silverware having as a brand or trade mark, round circle with name on outside and red cross flag in centre?"

Standard Silver Co., North Madison Ave., Toronto.—Editor.

Paper Pails.

Campbell & Ferguson, Ltd., Melita, Man.—"Kindly advise us through your letter box firms manufacturing sanitary paper pails for use in sanitary closets."

Wm. Cane & Sons Co., Newmarket, Ont.; E. B Eddy Co., Hull.—Editor.

Outside Staircases.

J. L. Demers, Thetford Mines, Que.—"Kindly advise us of firms manufacturing outside staircases for houses."

Canada Foundry Co., Toronto; Canada Ornamental Iron Works, Toronto;Dennis Wire & Iron Co., London, Ont.; Hutchison & Sticht, Montreal; McGregor & McIntyre, Ltd., Toronto. John Watson & Son, of Montreal, Montreal Que.—Ed.

MISTAKE IN McCLARY AD.

In last week's issue a mistake was made in the advertisement of the McClary Manufacturing Co. In referring to the Perfection Roaster as being self-basting, it was printed "self-blasting." The mistake would be quite apparent to all readers, but this explanation is made in justice to the firm. Hardware and Metal regrets very much that the mistake should have occurred.



H. Occomore.

The Two Presidents



M. R. Griffiths.

Arrangements Completed for Hardware Week

Executive Committees of Retailers and Manufacturers Get Together and Complete Their Plans for Exhibition and Convention at Ottawa—Many New Features of the Programme—A Record Attendance is Confidently Anticipated.

MEETINGS were held in Toronto on Thursday, Nov. 20 of the executives of the Canadian Hardware Manufacturers Exhibitors Association and the Ontario Retail Hardware and Stove Dealers Association.

Separate meetings were held in the mornings, and a joint meeting in the afternoon.

Matters pertaining to the convention and exhibition to be held in Ottawa, Feb. 16 to 21, 1914, were under discussion. Satisfactory progress has been made and indications point to a record-breaking attendance in Ottawa during Exhibition and Convention week. The number of exhibits will be considerably larger than at any previous exhibition.

A large attendance of retailers is expected from Quebec and the Eastern Provinces. Secretary J. R. Beaudry of the Quebec Retail Merchants Association, was unavoidably absent through illness and expressed his regret in a letter which was read at the meeting. Mr. Beaudry stated in his letter that there will be a large representation of merchants present from Quebec Province.

Special Rates From the West.

As stated in a previous issue of Hardware and Metal special provision has been made for Western hardwaremen who wish to visit the Exhibition and Convention.

Secretary F. M. Tobin of the Canadian Hardware Manufacturers Exhibitors' Association, reports that the Grand Trunk Pacific, Canadian Northern and Canadian Pacific railways have authorized standard certificate convention plan rates from their territory.

Single fare tickets with certificate may be purchased from all points West to and including all points in Alberta to Ottawa. The certificate when properly vised will entitle the holder to return trip free.

The tickets will be good going to Ottawa, Feb. 9 to 14 inclusive and returning up to March 8, inclusive.

Quite a number of Western hardwaremen have intimated their intention of being present in Ottawa.

The hardwaremen's special train will leave Toronto on Monday afternoon, Feb. 16, and a fast run should be made to Ottawa.

Rates for Eastern Hardwaremen.

The special rates will also be in effect from points as far east as Halifax, N.S., and a large representation of Eastern dealers is expected in Ottawa during Convention and Exhibition week.

Those intending to visit Ottawa are requested to make their reservations at once in order to make sure of accommodation while in Ottawa.

Interesting lectures illustrated by

RESOLUTIONS OF RETAILERS.

Resolution 1.— Resolved that the proposed Parcel Post System in Canada should rest upon two basic principles 1st, that the rates charged should be fixed according to distances. 2nd, that rates should be high enough to make the Parcel Post self supporting.

Resolution 2.— Resolved that the inspection of weights and measures should be made at the expense of the Public Treasury, as the aim and object of this inspection is to protect the public.

Resolution 3.— Resolved that this Association favors the maintenance of prices on all articles bearing a trade mark and requests the Parliament of Canada to amend the Trade Mark Law so as to make it an offense for any one to sell at a reduction any article bearing the trade mark upon which the manufacturer has set the price for which it should be sold to the consumer.

Resolution 4.— Resolved that this Association is very strongly opposed to the Parliament of Canada granting any special legislative privileges to co-operative societies.

moving pictures will be given by representatives of the McClary Mfg. Co.; E. C. Atkins Co.; Gurney Foundry Co.; Canadian Steel and Wire Co.

By request of the Retailers' Association a representative of the Gurney Foundry Co., will give a talk on "Stove Salesmanship."

Secretary Tobin's report indicated that the Canadian Hardware Manufacturers Exhibitors' Association was in a flourishing condition. He reported that spaces for exhibits were now all reserved.

Retailers' Meeting.

At the meeting of the Executive of the Ontario Retail Hardware and Stove Dealers' Association final arrangements were made for carrying out what promises to be the most successful convention in the history of the association.

The program as arranged with the Manufacturers' Association is shown in the accompanying panel.

It was decided that only members of the association would be admitted to the meetings with the exception of the Question Box Sessions, which will be open to all attending the Convention and Exhibition.

On Tuesday, Feb. 17, there will be a joint meeting of the Ontario, Quebec and Exhibitors' Association.

An effort will be made to have all the galleries in the House of Commons reserved for Tuesday evening for visiting hardwaremen and their wives.

On Wednesday morning a deputation of retailers will wait on Premier Borden and the Government and present the resolutions which appear in panel elsewhere in this issue.

An effort will be made to secure the co-operation of the Dominion Board of the Retail Merchants' Association and have a deputation present from that body.

First Vice-President W. F. Macpherson and Secretary Wrigley reported that they had made two visits to Ottawa and Montreal, and that arrangements for the Convention from a retail standpoint were complete.

Quite a number of Ottawa retailers have sent in membership fees for 1914.

In the Orillia district seven members clubbed together and sent in membership fees. This plan might be followed out in other sections of the province.

Enlarging the Association.

The question of enlarging the scope of the association to include the Western provinces was also under discussion and after hearing the report of Secretary Wrigley, the meeting decided that it would not be advisable to go into the matter at the present time.

The secretary reported that he had made a trip to the coast and although he met a number of dealers in the West who were interested, he also found that the majority of the merchants were pretty generally affiliated with the Retail Merchants' Association and he did not think it would be advisable to take up the matter at present.

A letter was read from an American resident asking permission to deliver a lecture on Cost of Maintenance, but it was decided that the addresses would be all Canadian and the application was rejected.

Vice-President Macpherson reported that he had attended the Illinois Hardware Convention held in Chicago last month. As a result of his visit to Chicago and the information he had obtained there the Vice-President suggested that the Ontario Association adopt or establish an exchange bureau through which members of the association could exchange or dispose of lines which they had on hand but which would not sell in their locality.

He also advised the establishment of a freight and audit bureau and these matters will come up for discussion at the exhibition.

Province Divided.

Following out a plan in force in the Illinois Association the Ontario Association have divided the province into 40 sections and have asked the most active member of the association in each district to act as district captain and encourage retailers in his section to attend the convention.

PROGRAMME FOR OTTAWA CONVENTION.

Monday, February 16.

1.30 P.M.—Special train leaves Toronto.
5.30 P.M.—Special train leaves Montreal.
9.00 P.M.—Informal reception at Chateau Laurier.

Tuesday, February 17.

9.00 A.M.—Official opening. Exhibition open to hardware men only.
10.00 A.M.—Committee meeting in Howick Hall.
12.00 P.M.—Luncheon and address in Howick Hall.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
4.00 P.M.—Adjourn to Exhibition Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.30 P.M.—Visit to House of Commons—all galleries reserved.
10.30 P.M.—Collation at Chateau Laurier.

Wednesday, February 18.

9.00 A.M.—Hardware Exhibition open to hardwaremen only.
9.00 A.M.—Deputation to Premier Borden and Government.
12.00 P.M.—Luncheon and address at Howick Hall.
2.00 P.M.—Retail Convention in Howick Hall.
3.30 P.M.—Adjourn to Hardware Exhibition.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party for ladies.
8.00 P.M.—Retailers meet in banquet hall, Chateau Laurier.
8.00 P.M.—Exhibitors meet in room, Chateau Laurier.
10.30 P.M.—Moving picture show, Chateau Laurier.

Thursday, February 19.

9.00 to 10.00 A.M.—Retail Convention at Howick Hall.
10.00.—Hardware Exhibition open to Hardwaermen only.
12.00 P.M.—Luncheon and address at Howick Hall.
5.00 P.M.—Moving pictures and lecture.
7.30 P.M.—Exhibition open to public.
8.00 P.M.—Theatre party as guests of Exhibitors.

Friday, February 20.

9.00 to 10.00 A.M.—Retail Convention at Howick Hall.
10.00 A.M.—Hardware Exhibition open to Hardwaremen.
12.00 P.M.—Luncheon and address at Howick Hall.
2.00 P.M.—Joint meeting of Ontario, Quebec and Exhibitors' Associations.
8.00 P.M.—To be announced later.

Saturday, February 21.

8.00 A.M.—Special trains to Toronto and Montreal.

It is expected that much progress will be made during the next two months.

It was also decided that all meetings will be started promptly on the time shown on the program. A member of the Executive will be stationed at the door and at the special meetings for retailers only the members will be allowed admission. This of course does not apply to joint meetings or Question Box Sessions.

Short Talks and Discussions.

At the noon-day luncheons in Howick Hall a series of short talks will be given by members of the Canadian Hardware Manufacturers Exhibitors' Association, the Ontario Retail Hardware and Stove Dealers' Association and the Quebec Retail Merchants' Associations pertaining to matters of retail importance to the trade.

The speakers will be selected from the best authorities on the subjects chosen for discussion. These talks will no doubt be very interesting and educative and will concern matters in which the whole trade is interested.

During the retailers' meetings a number of short talks will be given by officers of the Ontario Retail Hardware and Stove Dealers' Association.

Following are the names of the officers and the subjects on which they will speak:—

W. J. Carter, Picton, Ont., "Special Sales Plans."

C. C. Lee, Goderich, "Uniform Half Holidays."

W. F. Macpherson, Prescott, "Trade Agreements."

E. J. Creeper, Owen Sound, "Retail Advertising."

C. W. Conn, Tilsonburg, "Tinshop Costs."

Jas. McGregor, Oakville, "Cost of Delivering Goods."

Question Box Sessions.

The Question Box Sessions will be open to all attending the Exhibition and Convention. A number of questions for discussion have already been sent in. The secretary requests that members send in their questions as early as possible in order that they may appear in the printed list of questions that will be published before the opening of the Exhibition.

Those present at the meetings were:—

Officers Manufacturers' Association.

President, M. R. Griffiths, of H. W. Johns-Manville Co., Toronto; First Vice-President, Adam Tayor, was represented by Smallpiece, of the Taylor-Forbes Co.; Second Vice-President, H. P. Hubbard, E. C. Atkins & Co., Hamilton; Third Vice-President, T. W. Kirby; Fourth Vice-President, G. S. Spence, Steel Co., of Canada; Director and Chairman of Exhibition Committee, J. W. Moncour, Ontario Lantern & Lamp Co., Hamilton, Ont.; Director and Chairman of Entertainment Committee, B. D. Blackwell, Glidden Varnish Co., Toronto. Members of Advisory Committee present were: A. A. Bittues, Gillette Safety Razor Co., Montreal (Chairman), Chas. E. Stewart, James Stewart Mfg. Co., Woodstock; D. Griffith, B. Greening Wire Co., Hamilton; G. B. Dowswell, Cummer Dowswell Co., Hamilton. Others in attendance were: E. H. Gurney, of Gurney Foundry Co., Toronto; A. M. Smith, McClary Mfg. Co., London; R. S. Rider, Canadian Steel & Wire Co., Hamilton; J. Hossack, Lufkin Rule Co., Windsor. The trade press was represented by J. O'Hagan, of the Canadian Hardware, Stove and Paint Journal, and G. D. Davis, of Hardware and Metal.

Officers of Retailers' Association.

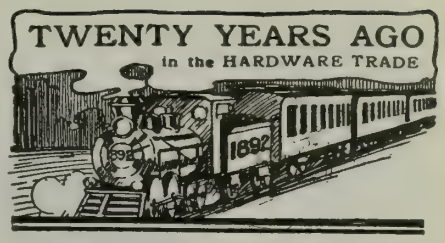
President, H. Occomore, Guelph; First Vice-President, W. H. Macpherson, Prescott; Second Vice-President, C. W. Conn, Tillsonburg; Secretary, Weston Wrigley, Toronto; Treasurer, John Caslor, Toronto. Members of Executive Committee present:—W. J. Carter, Picton; Jas. McGregor, Oakville; C. C. Lee, Goderich; E. J. Creeper, Owen Sound.

Did Not Agree Upon the Rates

Ottawa, Nov. 20.—Railway representatives conferred to-day with Hon. L. P. Pelletier, Postmaster-General, and Dr. Coulter, Deputy Postmaster-General, in connection with the accommodation to be provided and the rates to be charged by the railway companies in connection with the inauguration of the parcel post service. The conference was adjourned until some future date, and no definite arrangement was agreed upon.

The negotiations were merely of a tentative nature, and it is not expected that any arrangement with the railways will be made for some time to come. The railway representatives, however, spoke strongly on the necessity of higher rates being charged, though no basis was suggested. A somewhat significant feature in connection with the conference was the fact that at to-day's proceedings the C.P.R. did not consider it worth its while to be represented, only the Grand Trunk, the New York Central, the Quebec Central, and the C.N.R. being in evidence.

Brantford, Ont. — A. G. Spalding, Sporting Goods Company, have purchased a building on Clarence St., and will establish a branch factory for the manufacture of sporting goods.



The following items were taken from the issue of Hardware and Metal of Nov. 25, 1893.

"To provide fire protection money has been lavishly expended and methods have been perfected into a science. Organizations more or less costly are continuously maintained. Our Annual Fire Losses are still a formidable total, while it is yet a fact that where the loss of property has been the most complete, the ordinary safeguards have been complete in supply and efficiency."

Editor's Note.—Time has proven, nevertheless, that the measures then taken for fire protection, were far from perfect. Despite the fact that the methods of fire protection have been improved wonderfully since that time, the fire loss continues to mount and grow larger each year. At the present time Canada's fire loss is larger than that of any country in the civilized world. In fact, it is now becoming recognized that Canada has not given as much attention in the past as it should have done to the subject of fire protection.

* * *

"Weather prophets agree in predicting that the coming winter will be a particularly hard one. For this statement they adduce as proofs no less than seven distinct natural phenomena."

Editor's Note.—For once, apparently, the weather prophets were at fault. By turning farther on into our files, we find that winter was after all, far from severe. It was, in fact, one of the mildest winters in some time. Thus it is demonstrated that even weather prophets are sometimes wrong.

* * *

"Conditions undoubtedly, throughout the country, are far from bright. In this issue we note no fewer than 17 business assignments. Of this number, a fairly large percentage were hardwaremen."

Editor's Note.—This was in the middle of the period of depression immediately following the world's fair at Chicago. Business men who are inclined to speak of the present as a time of financial depression, should feel considerably encouraged when they compare present

(Continued on page 61.)



A Scene on the farm at harvest time.

Labor Saving Devices on the Farm

An Article Dealing With the Development of the Idea of Labor Elimination in the Rural Home and Laundry—What the Modern Farmer is Doing—A Splendid Opportunity is Shown for Hardwaremen.

DO YOU remember ever coming in from the barn when the thermometer registered somewhere about zero, to find Mary Jane wading knee-deep through a series of drifts to stiffly frozen lines and pegging on clothes with tingling fingers? Straightway of course you went to work at putting up a pulley clothesline, so that she could stand on the porch or even at the kitchen window and put on or take off the clothes without stepping into the snow at all; and she went around singing and bewildered for a month afterward. She never would have thought of it! It's strange isn't it, that whenever a man hears of a new piece of machinery he can't rest until he sees it tried out, while a woman is content to go on and on, doing things just as her mother and grandmother have always done them? In fact, some women seem to look upon a vacuum cleaner or an "anti-rub" soap as one of Satan's agents for encouraging laziness and would prefer to literally "wear out" than to be caught using one.

If washing were to be suddenly transferred to the industries of men's world there would be a greater demand for laundry machinery than there now is for self-loaders or gasoline engines. No man would spend about one-seventh of his time scrubbing away at a wash board. The washing machine would soon be installed and then he would look about for some form of power to do the work. A few years later he would be able to declare that the machinery had cost him nothing because it had paid for itself.

A SPLENDID OPPORTUNITY.

The need for labor saving devices has been felt for some time on the farm. To-day the progressive farmer is using power to run his machinery. He has a well equipped home. Sometimes he owns an automobile.

But only the beginning of this new agricultural era has been felt. The future will see a wonderful development of the idea; and the hardwareman who is alert and watchful will find a new field for profitable trade opening up. In the following article from Farmers Magazine, an idea is given of the opportunities for the sale of goods for the benefit of the farmer's wife. It is an article full of suggestion for the hardwareman.

Power and Power Machinery.

The greatest problem in the home laundry equipment is the power to be employed, and its cost. Water power is the least expensive and may be used for running a washing machine, wringers and mangle. Where a system has been installed to run the machinery at the barn it is a very simple matter to put a small water-wheel developing about one-horse power in the back kitchen or somewhere where the washing and churning can be done. A small shaft connected with this wheel is equipped with pulley for running the washer and wringer and it is considerably safer to make provision for throwing the power on and off automatically by raising or lowering the lid of the washer, as women are known to be just a little reckless in the matter of tightening belts.

A water-power system would be practicable in the majority of farm homes. In a few cases where there is a good spring on a higher level the force may come simply from gravity; where it is not the case it can almost invariably be secured through a hydraulic ram.

Where electric power can be had it is quicker but more expensive, the washer costing about sixty dollars at least, while the water-power machinery would cost only fifteen. One indisputable point in favor of electric power, however, is that it makes an electric iron possible, one of the greatest "comforts" of the home laundry. With electricity at ten cents a kilowat, the current required to do the washing and ironing for an ordinary family would cost from seventy-



The gasoline engine at work—It is rapidly gaining a place on the modern farm.

five cents to one dollar a month. Of course the ideal equipment is an entire electrical outfit, including a washer, a boiler heated by electricity, an iron and a mangle run by electricity, but usually heated by gas. This would cost eight or ten times as much as a water-power machine.

Gasoline Power Machinery.

The gasoline power machines are very similar to the electric machines—one operating by an electric current, the other by a belt from a gasoline engine. A gas or gasoline washer costs only about ten dollars.

Mangles and Irons.

The mangle saves much time on flat work and some of the larger, every day clothing, leaving only the starched clothes to be ironed by hand. The question of mangles is a broad one. There are cold mangles worked by hand or electricity, hot mangles heated by gas, gasoline or electricity and run by hand or electricity, or water power, or gasoline engines or foot power. The cold mangle which simply presses out the creases without giving any gloss is constructed like a wringer, the rolls of hard wood with springs at each side which control the pressure. It can be clamped to the table and is convenient to operate. The cost varies from seven dollars upward.

Heated mangles may be run by electricity or by hand; the more expensive ones are gas-heated and electrically driven, a steel cylinder playing the part of the iron. There are two or three rolls to these mangles—one heated cylinder which takes the place of the ironing-board. These mangles cost from twenty-five to seventy-five dollars.

One of the most valuable of modern laundry conveniences is the electric iron. The heat is constant and uniform; it eliminates the numberless trips from the stove to the ironing board; it is especially pleasing in hot weather, and is an economizer of fuel. Gas irons and alcohol irons have not been satisfactory because they are dangerous, but the electrical iron is a delight to every housewife and saves hours of time and labor. A six-pound iron costs from five to six dollars, with a cost of fuel about five cents an hour.

This article is only meant to be suggestive. Each purchaser must make modifications to suit the individual need and purse. Certainly it would require nerve to suggest an elaborate equipment with the mortgage still resting rather heavily, but if you really decide that you want these things more than a new suite for the parlor, you will find that they give you more time to enjoy what parlor furniture you have. Moreover, the laundry equipment can come by degrees, only remember that the cheapest furniture is often the most expensive, and poor machinery is worse than none at all.



Nowadays the well-to-do farmer has his automobile.

Walkerville, Ont.—The Diamond Mfg. Co. have leased two floors in the Power Building, and are equipping a plant for manufacturing automobile wind shields and radiator parts.

FINAL PREPARATIONS FOR THE CHRISTMAS TRADE.

(Continued from page 39.)

has been stated before in Hardware and Metal the merchant has very little time during the actual shopping season to give to the preparation of copy or to the arrangement of displays. Whatever time he finds for the purpose will be so short that the copy turned out will not be as strong as he would like.

It is, therefore, a wise plan to either map out all advertising matter well in advance, or, when occasion allows, to actually prepare the copy several weeks ahead of the time when it will be inserted. The same rule will apply to window displays and card writing. In the matter of displays the trimmer can arrange to have all his "properties" ready.

Walkerville, Ont.—The Eastern Die Works, branch of a Detroit concern, have built and are equipping a factory for manufacturing dies.



A scene on the modern farm ,showing the improvement in facilities.

Lowe Brothers Platform—just this:

To make only the highest quality of paints—the kind our agents can sell easiest, with the greatest percentage of profit and the minimum of trouble to themselves.

To provide the kind of sales co-operation and advertising-help best suited to the individual needs of each agent.

And to deal through one exclusive agent in each territory, to whom is given undivided co-operation and support.

Every claim a paint manufacturer could possibly make is subject to a live dealer's scepticism. Therefore we say to you "judge High Standard paint by the profit it can make for you and test our claim in this regard by what it has done for others. Don't take our say-so, but let us put you into touch with representative agents in other territories. Write them and make your decision on their report, not our claims." A letter asking us for names of such agents will receive as close and courteous attention as though it were an order.

JUDGED BY THE PROFITS YOU MAKE

We have recently received a letter from one of our agents, stating that during the year he has held our agency, his paint sales have increased 200%. Providing he makes only the same rate of profit as previously, you can easily see he has increased his entire paint profit by 200%. Ask us for his name.

JUST ONE INSTANCE OF MANY

The most important plank in our platform is founded on the realization of the fact that the way to make an agent happiest is to help him make more money. For obvious reasons, we do not care to discuss here the methods which have been successful in doing this for our agents, but we will be glad to discuss it in person with you, at almost any time you wish to make an appointment.

INCREASE YOUR RATE OF PROFIT

H-S Lowe Brothers LIMITED

Manufacturers
Paint, Varnish, Etc.

Toronto

The High Standard Policy—

We honestly believe that our policy in regard to agencies is the fairest that can possibly be devised. Believing this, we make no exceptions, have no favorites and are as frank with John Brown in one town as we are with Henry Smith in the next. If you like to deal with a house in whose policy of the same fair price to all you can have every confidence, then say the word and we will be glad to discuss details with you.

CONTRAST OUR POLICY WITH THE ONE YOU HAVE THOUGHT FAIREST

Please believe that if you are good enough to write us and hear what we have to say about High Standard paints and the Lowe Brothers policy, we will not feel aggrieved if you do not decide to take our agency. We will tell you frankly what we have to offer, what advantages we know our exclusive agency proposition gives you over competitors, and leave the decision to your own untrammeled judgment. If that judgment leads you to say "Wait a While," or a point blank "No," we will be as satisfied as the lack of an order could possibly leave us.

DON'T FEEL YOU OBLIGATE YOURSELF

Make your letter as frank as you care or as reserved. Ask us one or two questions or a whole lot of questions. Make an appointment for one of our men to see you or to meet us here at headquarters. Put your enquiry in any form you care to, but do it to-day, so that at least you may be in a position where you know our proposition, understand our policy, and can decide with full knowledge as to whether or not you want to the exclusive High Standard agent in your territory.

WRITE YOUR LETTER TO-DAY

The Famous Little Blue Flag "Your Protection"



Distributors:

Lyon-Monkhouse, Limited
Winnipeg

Johnson Paint & Varnish Co., Ltd.
Vancouver

Expediting the Annual Stock Taking By Preparing Well in Advance

Best Results Can be Secured Where Two Weeks Previous to the Making of the Inventory, the Work of Dusting, Sorting and Arranging the Stock is Begun—Stock Taking Can Then be Rushed Through.

Methods of a Number of Toronto Hardwaremen—First of Year the Logical Time for the Purpose—The Respective Advantage of Before—and After—Inventory Sales.

THE time is now close at hand when the hardwareman will face the problem of stocktaking. It is a trying duty but decidedly one of the most essential of the whole year.

In starting on a long journey, the mariner or explorer must know "his bearings" at the start or there will be little prospect of his reaching his destination safely. And so with the retail merchant starting out on a new year of business, he must know exactly how he stands financially and what stock he has on hand.

It is not necessary to enter here into a statement of the reasons why the taking of the annual inventory is a necessary feature of every well conducted business. The point is not contested by any who can be numbered among the really successful. Before going into the form and methods adopted in taking stock, it would be wise, however, to enumerate some of the objects with which the inventory is made.

In the first instance, it shows exactly where the business stands financially. By the time stocktaking is over, the merchant can close his books for the year and find exactly what he made during the twelve months. This is necessary, is absolutely essential, if he desires to continue to finance the business on a sound and comprehensive basis.

In the second place, it shows the stock on hand and guides the buying operations for the ensuing year. It enables the hardwareman to find which lines have been the best sellers and which have been slow during the year, thus giving further light on the buying question.

It brings to light considerable stock which has been, perhaps, lost sight of and thus prevents the accumulation of old stock in odd corners and unexplored shelves.

Finally, it serves as an excellent opportunity to put the store in order, to sort and tidy up the stock.

Quite a lengthy list of advantages. When one considers it, the wonder grows that some merchants still persist in neglecting this very essential matter.

To accomplish all these purposes, this stocktaking must be carried out on a very thorough and systematic basis. It must, however, be conducted as unobtrusively as possible so that the regular business of the store can be carried on without interruption. Some stores adopt the plan of stocktaking at nights, but this plan is not accepted as good policy for various reasons. It makes the work particularly irksome and often on that account leads to the inventory being rushed through in a more or less haphazard manner. It tires the staff out and is on that account detrimental to the store service during the day time.

The Best Time.

In order to avoid the necessity of working nights, most merchants have selected the first and second weeks in January for stocktaking. This is perhaps the dullest time of the year and to take stock then is to interfere with trade in the store to the least degree. Another advantage appertaining to this time of year for the purpose is the fact that the fiscal year of the great majority of stores ends with the calendar year.

The early part of January is, therefore, the logical time for stocktaking. Probably nine out of ten hardware firms use this time of year for the purpose.

Holding Inventory Sales.

It has become a fairly general plan to hold sales in connection with the stocktaking, either before or after. Those who favor the pre-inventory sales, urge that it enables them to clear out a great deal of stock consisting largely of odds and ends, and thus to pave the way for a quicker and more satisfactory stocktaking. Those who hold after-inventory sales state that by this method they can

A GOOD SYSTEM.

An especially good system is that followed out by Lariviere Incorporee, Montreal. In regard to the actual work of stock taking the plan followed is very similar to the methods outlined elsewhere in this article.

Instead of turning the whole staff on the work, however, Mr. Lariviere has a team of special men to do the stock taking. The regular salesmen stay at their posts and attend to customers so that the public are not inconvenienced in any way.

MONTHLY REPORTS.

However, an annual inventory is not the sum and substance of the system used in this store to keep track of the stock. Monthly statements are prepared regularly.

A monthly report of purchases is kept, goods being divided into five departments for this purpose—hardware, paint, plumbing goods, metals and sporting goods. Each of these major subdivisions is divided into a large number of minor departments. Thus, hardware is divided into many heads, such as builders', electrical goods, enamelware, etc. These reports show exactly the amount of material laid in during the month and when totaled at the end, the volume of purchases for the year.

A report of the sales is prepared monthly also on sheets designed especially for that purpose. Sales are kept under the same five headings as the purchases.

Note the advantage of this dual monthly report system. Not only can the manager compare his monthly sales with his monthly purchases, but he can easily get the year's totals on both and then, by comparing with the stock on hand, he can find his position exactly.

put on sale only such lines as they found by the stocktaking are becoming shop-worn or partly unsalable; in other words that the making of the inventory is the logical preparatory step to the holding of a clearance sale. This is the view held by the majority of hardwaremen and there are but a comparatively small number who hold pre-inventory sales.

Preparing Early.

Advance work, therefore, devolves into the making of preparations to put things through expeditiously. It is highly important that the work should be completed in the shortest possible time as this means the least amount of interruption to the routine of business.

To render this possible, many hardwaremen start to prepare a couple of weeks or more ahead of time. Members of the sales staff are told off to dust, arrange and sort the stock. They go through it gradually off and on. When the time comes for the actual work of stocktaking to begin, the stock is in apple-pie order and the inventory can be made up with very little difficulty.

Brief references to the systems adopted by several Toronto stores are appended.

Use Fifteen Stock Books

The Vokes Hardware Company, Queen street west, Toronto, have adopted the plan of sorting, clearing and putting goods in order three weeks previous to the first of the year. At the first of the year they start to enter goods in the stock books, of which they use 15, bound in stiff paper. This large number is used so that they can enter or check in any or all books at the same time if necessary. This expedites the work considerably. After the stock taking is finished, all the books are collated in one. This system has been found effective and speedy.

The Vokes Hardware Company do not believe in working their staff at nights, but in order to get through with the stock taking as early as possible, they commence one hour earlier in the morning and work until 7 o'clock at night.

Straightening Up the Stock

The Russill Hardware Co., King street west, Toronto, start to straighten up the stock during the last two weeks of December. Stock is re-arranged and all broken packages or articles in the stock room are immediately taken to the store where they are placed with the balance of the goods in that line. This leaves the stock room in perfect order, while in the store everything is in readiness to begin.

Each salesman looks after his own particular department and sorts up the stock and enters up the various items on slips of paper. These slips are left in the box containing the stock or on the shelf as the case may be. Duplicates of each slip are made and are sent to the office to be filed.

When articles are sold between the time when the slips are made up and the stock taking is completed, an entry is made at the bottom of the slip placed with the goods.

When the whole stock has been gone over, the slips are collected together and adjusted to complete the inventory.

This is an excellent system and has many advantages. It ensures a complete and satisfactory inventory and makes it possible to make it up with a minimum of trouble.

Have Stock on Counter

A somewhat similar system is followed out by the firm of Thomas Meredith & Co., King street west. Their plan coincides in the matter of advance clearing and arranging of stock and in the making of duplicate slips with the number of each line. One slip is left with the goods, but instead of entering up all articles sold before the inventory is completed on the individual slips, a stock book is kept for that purpose on the counter. Salesmen are required to make an entry in their stock book every time they make a sale. When the slips are collected, the stock book is removed to the office and matters are adjusted there.

The plan followed by Thos. Meredith and Son in numbering and listing the stock is to divide the staff into two teams, one for each side of the store. They start at the front so as to get that over with as soon as possible. Thus, after the first few days, the front of the store is free from all confusion from this source.

Take Stock in Sections

W. R. Tait, Yonge street, has adopted the plan of doing the store by sections. An itemized slip is made up for each section, and these slips are utilized on the same plan as at the Russill Hardware Co. All sales during the period of stock taking are entered on these slips, which are subsequently collected and adjusted.

INSURANCE AND STOCK-TAKING.

One of the chief reasons why the taking of stock at the end of each year is absolutely necessary is that it assists the merchants in proving fire insurance claims, where such action is necessary. When a fire occurs, the merchant who is able to show what goods he had in stock and prove his statement by the records of his last stock taking, is likely to secure a settlement with less difficulty than one who is not able to show any definite proof of the amount of goods he had in his store.

Suppose, for example, that the paint and oil department should be destroyed. When the inspectors came, they could be shown the statement of stock on hand, in that department when stock was last taken. This, with the addition of stock bought since that time, and the subtraction of the sales would show exactly what was on hand at the time of the fire. With such evidence to produce, any claims for fire damage could be settled within a very short time. If, on the other hand, no such records were available, the services of an appraiser might be necessary, and in that way much delay would occur.

In taking stock, it is advisable to keep on hand, notes as to the amount of insurance carried upon each line. By comparing these with the value of the stock which the inventory shows to be on hand, a merchant can tell whether he is carrying policies for too large or too small an amount. This assists him in putting his insurance on a practical basis. In order to do this it is necessary to have the insurance on the stock divided according to departments. This is deemed by many hardwaremen to be an admirable and practical method.

Biographical

Mainly About the Men Who Call on the Hardware Trade in Canada

One of the Youngest Men on the Road

AT the age of sixteen, George Washington was a full-fledged surveyor. At eighteen Victor Hugo wrote "Hans of Iceland." At twenty-four William Pitt was Premier of Britain. All of which goes to show that youth is no bar to the execution of great things.

All the above mentioned historical celebrities certainly qualified for the infant phenomenon class but one cannot see that they had anything, as the saying is, on one H. C. Roth. At the age of twenty, H. C. Roth was a full-fledged travelling salesman, covering an important territory with a big line, in competition with some of the best men on the road—and that means some of the sharpest, smartest, hard-workingest fellows that ever trod in shoe leather. Mr. Roth acquitted himself well, selling as many tools as the next man, perhaps more, and gradually working up a reputation as a specialty salesman of no mean merit.

To make good in the travelling business is just about as hard a test as anyone could be subjected to. It means fighting against the hardest of opposition. All is fair in love and war—and salesmanship. The other fellow will spike your guns by any device that his ingenious mind can think of. It means travelling early and late, studying your proposition and your prospects, exerting yourself to find new angles, new viewpoints to fight a case from. All this, and more, is part of the daily life of the travelling salesman. That Mr. Roth has been able to make good during the years when most other fellows are trying to get their minds made up to start, is the surest indication that he possesses his share of the three B's—Brains, Backbone and Ballast.

Mr. Roth was born in the tool business, so to speak. Athol, Mass., famous as the home of the L. S. Starrett Co.'s factory, was the place where he first saw the light of day. This occurred in the year 1890, and fourteen years afterward we find young Roth starting in the Starrett factory as an office boy. He has been with the firm ever since, gradually working his way up to his present position. He started on the road in the spring of 1911 and first covered Massachussetts, Vermont, Ontario, Quebec and the Maritime Provinces, specializing on mechanics' tools.

Mr. Roth is to-day the youngest man on the Starrett travelling staff, by five years. He has given himself over to the subject of tools with such complete absorption that he thinks in terms of the tool trade and talks calipers and dividers in his sleep. On the question of salesmanship, he has one motto, to urge quality, first, last and always.



A youthful salesman in full possession of the necessary three B's—Brains, Backbone, and Ballast.

Mr. Roth's fidelity to the firm was such that when he decided to find a helpmeet he did not seek elsewhere but found his fate in one of the young ladies in the Starrett office. He has now taken up his residence in Toronto to be in close touch with the trade. He is convinced that this country offers magnificent opportunities in the hardware trade.

CHANGES ON STAFF OF GOODYEAR CO.

The Goodyear Tire & Rubber Company of Canada, Limited, has just announced several important changes in the personnel of the Sales Dept. at head office.

P. D. Saylor, Vice-President and Sales Manager of the Canadian Company, has been made President and Managing Director of the Goodyear Tyre & Rubber Company (Great Britain), Limited, with headquarters in London, England.

R. P. D. Graham, Secretary and Manager of the Automobile Tire Department, has been elevated to the position of Sales Director, succeeding Mr. Saylor.

H. C. Lower, formerly Assistant Manager of the Automobile Tire Department of the Goodyear Tire & Rubber Company of Akron, O., succeeds Mr. Graham as Manager of the Tire Department.

The announcement of Mr. Saylor's transfer across the Atlantic has been received with regret by Canadian automobile and tire men in general in whose esteem he has won a high place. As head of the Goodyear Tyre & Rubber Company (Great Britain), Limited, he will have direct charge of the extension of Goodyear interests throughout the world, outside North and South America.

Mr. Saylor's advancement brings forward another young Canadian who has been with the Goodyear Company since its organization and has "made good." "Bob" Graham needs no introduction to the automobile trade.

While Mr. Lower, who succeeds Mr. Graham as Manager of the Tire Department, is not as well known on this side of the line, he is the young man whose name is familiar in sales organizations throughout the United States as the leader of the Goodyear "flying wedge."

Upon laying down the reins of office, Mr. Saylor was presented with a magnificent diamond ring by the members of the Goodyear force, and he carries with him into his new field of labor the sincere good wishes of the whole Goodyear organization and a host of personal friends.



What Other Hardwaremen Do

Conducted Stove Demonstration in Store Window with Young Lady Officiating—London Firm Start Christmas Campaign Early —Advertising Should Always be Made Strictly Seasonable.

A SUMMER AD.

In some sections of Western Ontario there have been several snow storms during the past few weeks and hardware dealers have been selling a great many winter lines.

There is one dealer, located in a town which has been visited by several snow falls who is still advertising summer goods. The ad. is featuring lawn mowers, rubber hose, refrigerators and several other lines of summer goods. This dealer may have his own ideas regarding the effectiveness of this ad. but the general opinion among advertisers is that he is wasting a considerable amount of good cash.

The dealer in question carries in stock several lines of stoves and other goods which should be featured at this time of the year.

The ad. is an exception of course but it clearly illustrates one case of misdirected advertising.

Advertising if properly applied is one of the most productive expenditures of the modern retail store, but misdirected advertising is very wasteful and in many cases even harmful.

CONDUCTED DEMONSTRATION.

George Alexander, who has recently opened a stove store on College St., Toronto, conducted a demonstration in one of the show windows on Saturday night.

The show window although not a large one was used to good advantage and the demonstration drew large crowds.

In the window which represented a kitchen was a gas range connected up and a kitchen cabinet containing utensils, etc.

A young lady gave a cooking demonstration in the window and judging by the large crowds gathered around the store considerable publicity was secured for the new firm.

GETTING AFTER CHRISTMAS TRADE.

The Cowan Hardware Co., London, Ont., are among the hardware firms who believe in making an early start to secure Christmas trade.

This firm depend largely on newspaper advertising and window display for creating sales of Christmas goods and report that they have found both methods very effective.

One of the ads. run recently had a heading as follows:—"The sweetness of low prices never equals the bitterness of poor quality." In the ad. a number of lines suitable for Christmas gifts were featured and prices were quoted on each article. The firm in question have found that they get exceptionally good returns from their window displays.

For a great many years the firm was handicapped by not having large display windows and some time ago when they took over an adjoining store the show windows were among the first sections of the building to be altered.

They now have two very large show windows in which to display their merchandise.

The management of the firm report that they have had a remarkable number of sales as direct results of window displays.

The importance of good window displays as a means of creating sales cannot be overestimated. The experience of the firm here mentioned has been the same as that of many other firms that have increased their window display space. From now until the Christmas rush is over the show window can be made a great business-getter by dealers who will spend a little time and thought in arranging attractive displays of Christmas goods.

KEEPS UP PAINT SPECIALTY SALES.

A Western Ontario hardware dealer states that he does a large business in paint specialties during the winter months. Under the heading of paint specialties he includes floor wax, floor polish, dancing wax, furniture polish, gold bronze, aluminum paint, radiator enamel, stove pipe enamel, bath enamel, varnish stain and several other lines of interior finishes.

A number of small display stands are used on the counters and show cases. On each stand is shown a specialty of some kind, together with a sample of the work which may be done with the goods displayed.

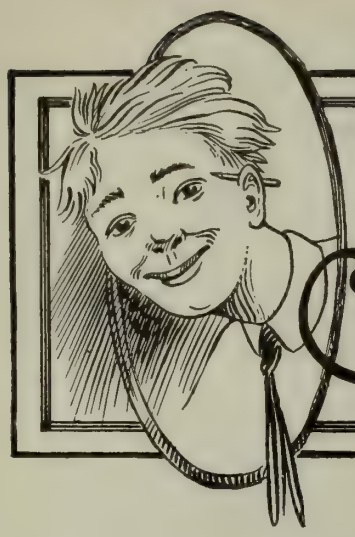
In this way the goods are always kept before the customers, many of whom make enquiries about the goods displayed. The result is that the salesmen are often given an opportunity of showing customers how some article in the home can be renewed at small cost.

The dealer states that while the individual sales are sometimes small the profit on the specialties is very liberal, and the total business secured in this way is a nice addition to the regular winter trade.

When a can of paint or enamel is sold the clerks are always on the alert for making sales of brushes.

The clerks also try to get customers who are interested in polishes to look at dustless mops and polishing cloths.

For demonstrating the dustless mops a square of varnished linoleum is always kept near at hand and customers can always see a demonstration. The dealer has found that customers are always much more favorably impressed when they can see an actual demonstration in which the mops are used.



THE JUNIOR CLERK'S PAGE

TINNING OF IRON AND STEEL.

A large number of the lines usually carried in the hardware store have tinned surfaces.

Some information on the subject taken from a recent article in the Brass World will no doubt be interesting to hardware clerks.

The hot tinning of iron or steel is an old process and one which has undergone little modification during late years. Before electroplating became so extensively employed, it was customary to use tinned iron or steel for a great many purposes for which nickel plating is now used. Galvanized surfaces, particularly those which have been electrogalvanized, are likewise employed at the present time where tinned ones were formerly used. The cost of tin has always been an objection to its use, and at the present time it is more of an objection than ever before.

Attempts to Cheapen Tinning.

Since tin has become so expensive, attempts have been made to cheapen the tinning process but with little success. The largest consumption of tin is in the manufacture of tin plate so extensively used for tin cans, and for this purpose nothing has been found that will take its place or cheapen the tin coating. Lead is the natural adulterant for tin and it is extensively used in the manufacture of tin roofing plates which, when considerable lead is used with the tin, are called "terne plates." It is possible to use lead with the tin for coating iron and steel and the mixture used for this purpose may contain only a few per cent. of tin and yet adhere to the iron or steel base. This, however, defeats the end for the majority of tinned goods used at the present time are tinned because they are used for containing foods, such as, for example, tin cans, or are used in connection with foods as in the case of food choppers, cooking utensils and milk cans. It is impossible, therefore, to use even a small percentage of lead with the tin. In other instances, where the tin is not to be used for holding foods or does not come in contact with them, lead may be used with the tin, if desired, but there are very few instances in which this can be done for the reason that such articles are usually galvanized or plated. The reason why tin is used is that it is not poisonous and is not appreciably acted upon by ordinary foods.

The use of lead with the tin is also open to the objection that the tinned surface is not bright and the presence of the lead is indicated. There are a few instances in which lead can be used and is used and one of such cases is in the so-called tinned brass condenser tubes. Some manufacturers use nearly equal parts of tin and lead for this purpose, but this is an instance in which the appearance does not matter and the protection against corrosion is probably as good as though pure tin were used.

THINGS WORTH THINKING ABOUT

The following sentences are from the address which Herbert N. Casson delivered at a mass meeting in Worcester.

"Some people look like people, but they are not. They are habits. You have to think different things or you do not think. A person that thinks always the same things and does the same things dies in his tracks.

"Many men are optical illusions. You think he is a man, but it is his clothes. Away back in his history he died, and he didn't know it.

"How many buttons are there on your coat sleeve. You don't know because they are too close to you. You are blind to the things you have around you every day.

"I went into a store the other day and said to the proprietor, 'I wonder where the middle of your store is.' He said he thought it was about forty feet away from where he stood. I took him to the door and stood in the door-step and said, 'This is the middle of your store. Why don't you dress your windows? Your first duty is to bring people in. Here you are on Broadway and you don't know it.'

"A man asked how many people worked in my office and I said, 'about half of them.' We don't have the swing and the go. A big corporation is an excuse for a lot of men falling down on their jobs.

"The professors of Harvard and Yale talk about demand and supply. So nice in a book. This is demand. This is supply. That is not true. Demand is a rabbit and I am a fox. I will get after the rabbit and get him. You have to create the demand. Nobody will find you out unless you do it."

REMARKS OF THE JR. CLERK.

A friend is one who knows all about you and likes you just the same.

* * *

Initiative is doing the right thing without being told.

* * *

Even if a man has no ax to grind he can usually generally get a job turning the grindstone for someone who has.

* * *

Progress depends largely upon an excess of births over obituaries—not only in individuals but in ideas.

* * *

The biggest successes in life have been made out of a lot of errors that were corrected.

A DEER SEASON HINT.

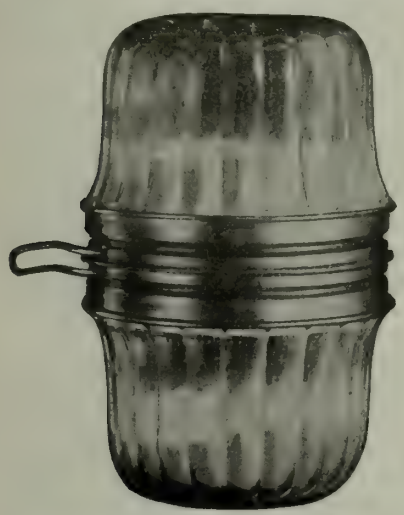
The following is reported from Lee, Mass., U.S.A.: "Don't shoot me, I'm a cow," are signs with which dairymen have equipped all their cows now the deer season is open.

New Goods Offered Canadian Hardwaremen

TWO IN ONE FLOUR SIFTER.

The Western Hardware Mfg. Co., Milwaukee, Wis., is offering the hardware trade the new "2 in 1" flour sifter here illustrated.

The sifter consists of two glass containers, an upper and lower with the sifter proper in the centre. The glass



New 2 in 1 Flour Sifter.

containers are attractively designed and ribbed on the inside to give them adequate stiffness.

It is claimed that an ordinary fall on a wooden floor unless the fall is too high, will not break the glass unless of course the glass is crystallized. If, however, they should break, the glasses are all interchangeable and can be replaced at any time.

These glasses are set right into the sifter proper without the necessity of screwing them in. The fit is just snug enough so there will be no flour leakage through the sides.

The sifter band is made of a high grade quality of tin, quadruple plated and attractively formed. The screening itself is clamped into the sifter band and not soldered.

The company claims there is no possibility of the screening becoming loose or out of place. There are two screen agitators on each side of the sifter screening, both agitators are riveted through the centre, allowing a circular movement.

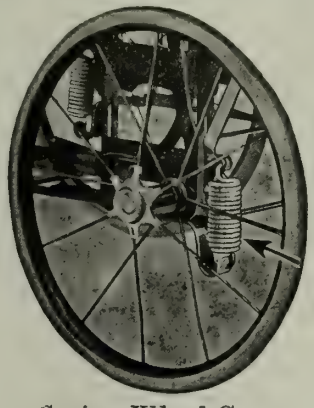
The new sifter is designed to put the flour through a course of sifting without the necessity of sifting from pan to pan.

It is claimed that with the "2 in 1" sifter the housewife can use any of the containers as a scoop and place the sifter proper right on top of it and sift, then turn the sifter and sift again. The flour sifter is absolutely enclosed during the sifting process allowing no flour to escape.

Any crummy flour can be taken off from the agitator after the first sifting by simply removing the top chamber, or after the flour has been sifted three or four times it can finally be sifted right into the baking.

COLLAPSIBLE GO CART.

The Gendron Wheel Co., of Toledo, Ohio, are offering the Canadian trade through the Montreal Sales Co., 61 St.



Spring Wheel Gear.

Sulpice St., Montreal, Que., the collapsible go-cart here illustrated, containing a new feature which they have named the "Luxury Spring Gear."

There are four coil springs attached to each end of the gear connected with the wheel frame. These springs are said to absorb all the bumps and jars and to



Collapsible Go-Cart.

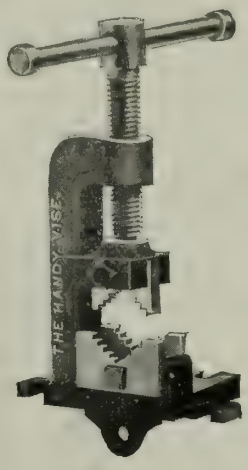
make riding for the baby most comfortable.

The manufacturers claim that this attachment does away with objectionable jarring and vibrating features. The Montreal Sales Co. are carrying a stock in Montreal and will send catalogues to any one interested in this line.

THE HANDY VISE.

The Handy Vise here illustrated is being offered to the Canadian hardware trade by Henderson & Richardson, Montreal.

It is claimed that the vise weighs less than three pounds, is small enough to go



The Handy Vise.

into the tool bag and can be fastened anywhere in two minutes.

The capacity is from ⅛ to 1 inch. The vise jaws are made of tempered crucible steel and the frame of malleable iron.

CALLS FOR BIG FREIGHT CUT.

Ottawa, Nov. 26.—Reductions in Western freight rates ranging from 25 to 48 per cent., are recommended by J. P. Miller, the rate expert for the Government in an exhibit he filed before the Railway Commission to-day.

The large decreases recommended, and which he considers Western Canada deserve, are based upon an elaborate series of communication. Mr. Miller has ascertained the cost of the service to the railway and added what he considers a fair gross profit. He then computes the freight rate, which will give this profit.

NATURAL GAS FOR LONDON.

Arrangements have been made whereby natural gas will be piped into the city of London, Ont. It is expected that the Gas Company will be in a position to supply gas to the public by April 1, 1914. The use of natural gas in London will open a new field for the sale of fixtures and appliances for burning natural gas.

Days should be measured not by the number of hours, but by the work accomplished.

Current News of the Hardware Trade

New Firms.

Valpariso, Sask.—R. C. Yager is starting a hardware store.

Luseland, Sask.—Thos. Tompsett is starting a hardware store.

Haskett, Man.—J. J. Neudorf has started a tinsmithing business.

Leslie, Sask.—Fred. M. Vincent, implement dealer, is adding a line of hardware to his stock.

Business Changes.

Eburne, B.C.—Thos. McDonald is reported having sold out.

Outlook, Sask.—The Hurson Electric Co. is discontinuing business here.

Bounty, Sask.—H. H. Davidson is reported discontinuing his hardware business.

Winnipeg, Man.—J. C. Smallbone has disposed of his hardware business to H. G. Aleson.

Dalhousie, N.B.—Mercier & Magee, hardware and tinsmiths, have dissolved, G. E. Mercier continuing.

Toronto, Ont.—J. W. Sheard, plumber and hardware, has sold out to Thos. Crooks, jun., of Hamilton, Ont.

Tweed, Ont.—The Fawcett Hardware Co. have dissolved partnership. The business will be carried on by C. F. Fawcett.

Cayuga, Ont.—D. J. Murphy, implement agent of Canfield, has purchased the pump and windmill business of J. H. Vanzandt, who is retiring.

Winnipeg, Man.—Wilkinson, Kompass & Kawkey, Ltd., dealers in carriage goods, are making application to have their name changed to Wilkinson, Kompass, Ltd.

Fire Losses.

Rodney, Ont.—The warehouse of D. Mistele, hardware merchant, was damaged by fire.

St. Marie Beance, Que.—D. Dulac, Odilion Roberge, Jean Savoie, tinsmiths, have been burnt out.

Montreal, Que.—The premises of F. Nicholas & Co., dealers in electrical supplies, have suffered a fire loss.

Firm Wants Catalogues.

J. J. Robb, W. T. Rodgers, F. C. McLean, formerly of the firm of D. Kennedy, hardware, Stratford, Ont., have started a plumbing and heating business on St. Patrick Street. The firm will be known as the Classic Sanitary and Heating Co., and would like to receive catalogues from manufacturers of plumbing and heating goods.

British Columbia Notes.

J. A. Flett, of J. A. Flett, Ltd., Vancouver, has returned from a trip to Europe.

J. E. Elliott, buyer for McLennan, McFeely & Co., returned recently from an extended eastern trip.

John A. Fraser, M.P.P., Quesnel, was east in November attending the golden wedding of his parents. They live in Ontario.

R. W. Holland, advertising manager for McLennan, McFeely & Co., is chairman of the executive of the publicity section of the Progress Club.

Charles Oppenthauser has opened a new hardware store at Enderby, in the Okanagan district, under the name of the Enderby Hardware Company.

Alexander Chisholm, of Hazelton, has opened a branch store at Smithers, one of the new towns on the line of the G. T. P. in northern British Columbia.

The Fulton Hardware Company, of Enderby, has purchased the stock and property of W. H. Hutchinson. They have a branch at Salmon Arm, near Kamloops.

Another store in the capital city to make improvements is George Powell & Sons. They have now one of the finest fronts in Victoria, which means Vancouver Island.

Sloan Bros. have opened a hardware store on the corner of Twenty-ninth and Main streets, Vancouver. One of the brothers, Sam, learned the business at McLennan, McFeely & Co.

Extensive changes have been made in their store by the Drake Hardware Co., Victoria. This will make it much easier to handle things and will provide additional room that was much needed.

The B.C. Hardware Company and the Island Hardware Company, Victoria, have amalgamated, and are now doing business under the name of the former. The change took effect on Nov. 1st.

Louis Michaels, formerly of Vancouver, is in charge of the plumbing and tinsmithing end of the new hardware business recently started at Quesnel, Cariboo district, by J. W. Howison. Mr. Howison is well known in the district, having been for years with John A. Fraser, who has one of the largest places in the district located at Quesnel.

George S. Blakely, of New Westminster, has been appointed a member of the harbor board of that city. Mr. Blakely is one of the oldest hardware men in the province, and has taken a prominent part in the B.C. Hardware Dealers' Association. For twenty-nine years, before Vancouver was on the map, he has been connected with T. J. Trapp & Co. He is an Englishman, born in Yorkshire.

Industrial Notes.

Levis, Que.—Begin & Freres, tile pipe manufacturers of Windsor Mills, Que., will erect a plant here.

Esquimault, B.C.—The B. C. Pottery Co. have taken out a building permit for a three-storey structure of mill construction type.

St. Catharines, Ont.—The Consumers' Tire and Rubber Co. will erect a plant here in the spring. The company is capitalized at $400,000.

Personal Notes.

W. McLeod Gardner, of Brockville, has been in Montreal during the past week.

Mr. Finch, representative of Kynock, Ltd., Birmingham, England, is in Montreal on business.

Oscar Klaus, of the Hopkins & Allen Arms Company, of Norwich, Conn., was in Montreal during the week.

G. M. Edwards, of Brandram-Henderson, Limited, Montreal, has returned from a business trip out West.

Mr. Colver, representing the firm of Geo. Wostenholm & Son, of Sheffield, England, is calling on the trade in Montreal.

E. A. Loomis, representing the Turner, Seymour Company of Torrington, Conn., was calling on the trade in Montreal this week.

A. J. Balfour, managing director of the Eagle and Globe Steel Co., Sheffield, Eng., passed through Toronto last week on a return trip from the West.

H. H. Clarke, Eastern Townships traveller for the firm of Lewis Brothers, is lying sick in the Royal Victoria Hospital here. His territory is being covered by Gordon Bambridge until he is able to take up his duties once more.

Winnipeg, Man.—C. C. Sinclair, of the Peace River Trading Co. is in town purchasing supplies for the numerous trading posts of the company in the far North-West. He reports a steady inrush of settlers and that few homesteads are now available in the Grande Prairie. He is confident of the future commercial importance of the vast territory spoken of as the Peace River country and speaks of it as "admirably adapted for mixed farming.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

The continued mild weather in many parts of the country has had a tendency to cause slackness in the demand for winter hardware and heating goods.

In the metal markets a moderate amount of business is passing. Paint manufacturers and jobbers are quite busy and a large number of spring orders have been booked.

Stoves and heaters are moving fairly well, but colder weather would be welcomed by the trade in general.

Very few price changes have occurred. Some lines of cutlery are being advanced in price on account of the recent advances in Sheffield.

All branches of the trade are very optimistic regarding business for spring. Some of the jobbers have commenced stock-taking.

The retail trade generally take stock after the Christmas rush is over.

Business is fairly brisk in the smaller towns and cities, but in the larger places the Christmas trade is slightly behind.

MONTREAL.

Montreal, November 26.—The trade has been very busy this last couple of days filling out-of-town orders and it is thought that the country merchants are hurrying their orders before the roads break up. It is also interesting to note the rush of orders being delivered to the various water lines to catch the "last boat." Navigation will close here in a few days for the lake trade. The Ocean boats have finished their St. Lawrence season and the last boat due in Montreal arrived yesterday. The weather has taken a turn and to-day it looks as if the winter would set in almost any time. There have been some repeat orders received by the trade but owing to the backward season they are not quite so numerous as last year. Collections are rather slow but this is not by any means causing anxiety as the jobbers attribute this to the fact that merchants have been unable to reduce their stocks as in former years and claim that the weather is responsible. Snow shovels, which are generally ordered in abundance at this time of year are practically dead and are not moving at all.

Some of the manufacturers have increased the price of brushes 20 per cent. for the high class goods but it is not general by any means. Increased cost of bristle is said to be the cause.

Cutlery and plated ware are very prominent and the jobbers are very pleased with the business done in this line this season.

Electrical novelties seem to be leaders so far as Santa Claus is concerned and the business done this year is far in advance of previous years. Some claim that the Electric Iron sells better in the summer months but quite a demand is in evidence at the present.

Sleigh bells are moving more freely in anticipation of the snow which should be here almost any day now although it is very doubtful this year when it will arrive. Hockey sticks and skates, as well as weather strip, ash sifters and all seasonable lines are in good demand and the trade in general seems to be well satisfied with the amount of business being done.

The dustless mop demand is not yet satisfied and it is reported that a large local house is at present negotiating with one of the makers of this article for a carload shipment for immediate delivery.

Apart from the increase in brushes, the only other change in price this week is in copper which has declined 25 cents per 100 pounds and is now quoted at $17.50.

Bar iron is keeping up with prices remaining steady, while winter supplies for pipe seem to be moving out and business is keeping up.

Sheet metal and enamelware are also very active.

Hay wire is usually in good demand at this season but this year has been an exception in this line. Dealers claim that the price of hay, which we know to be high, is the cause of this as this business is practically all export and prices are too high for buyers. There is a report though to the effect that some sales were made this week to American buyers. However, this business has shown a slight increase in the past week but it must be said that it is not yet to be compared with previous years.

The Metal Markets.

The metal market is about the same as last week although prices have declined to some extent. Business is rather quiet at present.

Tin.—The London quotation for to-day is £180 and £181 5s. 0d. for futures. The price has fluctuated a great deal during the week and on the 25th it was down to £179, but firmed up again to-day. New York quotes $39.35, while retail lots are selling at $39.55. The local prices remain the same.

No Change Looked for.

Spelter.—London quotes £20.10.0 to-day which corresponds with the price shown two weeks ago. The demand is fair and no change is looked for. Almost every day a fair demand is being received from the galvanizers but the sellers complain that they are not buying more than half they are enquiring for and it appears that they are fishing for information. Sellers seem to realize this and prices are being held firmly. New York quotes $5.25 to $5.35 for prompt shipment and $5.60 for retail lots.

Lead.—Lead has not dropped as much as the other metals but will no doubt come down when the Mexican situation changes. London price, however, shows a decrease of 12.6 from last week and is shown as £18.10.0 to-day. Reports from New York say that early in the week prices seemed firm at $50.00 to $52.00 but as the week wore on a very noticeable change in the activity of the buyers was in evidence. Locally, prices remain unchanged.

Copper.—Copper has been dropping off all week but firmed up a little yesterday. London prices quoted to-day are £67.5.0 for prompt shipments and £66.5.0 for futures. New York quotes $14.62½. The demand has been rather dull and it is reported that plants and mines in the United States are only running at about 60 per cent. capacity. Local prices have declined 25 cents per 100 pounds and the figure quoted is $17.50.

Antimony.—No change is noted here and the market is very quiet with prices remaining the same as last week.

Iron.—London quotation for to-day is 49s. 3d. which is an increase of 5 pence over last week. The market is a little firmer but rather quiet. Not much change is looked for but if there is any it is thought by the trade to be down a little.

More Business in Stoves.

The stove business has picked up remarkably this last week which is due to the cold snap which we are experiencing. Although it really cannot be called seasonable weather yet it has turned quite a lot colder and the stove dealers have welcomed the change as up until a few days ago business had been rather disappointing. The heating business is, of course, almost over and only a few contracts have yet to be completed. A lull is now looked for and business, of course, will be quiet from now as only small repair work will be carried on.

TORONTO.

Toronto, Nov. 27.—The trade in general is waiting for a cold snap to stimulate trade in winter lines, which are not moving at present.

The stove trade in particular would welcome cooler weather. While a large number of stoves are being sold, there is not the usual demand for this season of the year. In the metal markets a fair amount of business is passing.

Electrical goods are being featured strongly for the Christmas trade, and it is expected there will be a heavy sale for electrical appliances between now and Christmas.

Metals.

Although there is only a moderate amount of business passing in the metal markets, the feeling during the past two weeks has shown considerable improvement. Stocks are still low, and buyers are cautious.

There has been considerable competition and price-cutting during the past few weeks, but this week shows a firmer tone.

The scrap iron market is quiet, and prices on many lines have been reduced.

Screws, Bolts, etc.

The demand for screws is fair. Some dealers are taking advantage of the extra 10 per cent. discount reported in last week's issue and are stocking up.

Bolts remain unchanged, and are in fair demand. Discounts on bolts appear in current market quotations.

Rope and Cordage.

The demand is normal for this season of the year. Pure Manila rope is quoted at 16½ cents base; British Manila at 12½ cents base; African hemp, 12½ cents base; Sisal 11½ cents base. Binder twine is being booked for next season, but prices will not be issued until February.

Nails and Wire.

The local demand for nails is not heavy; quotations still remain at $2.25 base.

Stoves and Heating Lines.

The continued mild weather has had a tendency to cause slackness in the stove trade. A fair amount of business is being done, but not the usual amount for this season of the year.

Trade in furnaces and heating equipment has dropped off considerably. There is, of course, the usual large amount of repair work, and outside men are quite busy.

There is a good demand for stove accessories, including repair parts, ash sifters, shovels, stove boards, coal hods, etc.

A notable feature of the stove trade this month is the continued demand for gas ranges. Several Toronto dealers have reported that never in the history of their firms have they had so many late calls for gas ranges. Gas water heaters are also in good demand.

The stove trade in general are looking for cold weather, and hope that there will be considerable activity in all heating lines with the advent of a cold snap.

Plumbing Goods.

Business is rather quiet in the larger centres, although reports from the smaller places indicate the trade is very fair.

There is not the usual amount of new work under way, but in the smaller towns a large number of installations are being put in some of the older buildings and residences.

Electrical Goods.

Electrical goods are very much in evidence, and, judging by the displays in the retail stores, the trade expect that the electrical line will figure largely in the goods sold to gift purchasers this Christmas.

Every few days new appliances of some description are appearing in some of the show windows.

Electric lighting fixtures and table lamps are also very prominent among the goods shown.

Christmas Goods.

There is not much snap to the Christmas trade, the reason being principally on account of the mild weather. Even the large department stores do not appear to be as busy as is usual at this season. All branches of the trade are looking forward to a cold snap, and are hoping that it will not arrive too late.

Jobbers report that there is a very good demand for fancy cutlery, carpet sweepers, silverware principally from dealers who have been late in placing orders for Christmas goods.

Retailers have nearly all received their stocks of skates, but sales up to date have not been very frequent.

Cutlery.

Owing to the recent advances in cutlery prices in Sheffield, referred to in recent issues, a large number of advances have taken place here. Jobbers have found it necessary to advance their quotations on a large number of lines. Orders for import will also run from 5 to 10 per cent. higher than formerly.

WINNIPEG.

Winnipeg, Nov, 25.—Wholesalers report a good steady trade in all seasonable lines and a very fair movement in fancy goods, electrical devices, cutlery, etc. A good sorting business in such lines is anticipated during the next four months. There is a great shortage at the time of writing in No. 0 and No. 1 game traps due to the loss of shipments during the recent disastrous storms on the great lakes. The arrival of a carload of these goods this week by the all rail route which is being rushed through to one of the big concerns here should relieve the situation.

Trade in builders' supplies is naturally on the decline but considerable sales are yet being made and the building inspector for Winnipeg predicts a very prosperous building season next year. Manufacturers and jobbers also express unbounded confidence in next year's prospects and a large amount of spring business has already been booked.

Stoves and Kitchenware.

This is the season when the finishing up of the residential building programme calls for the installation of heating plant and, though the weather continues extraordinarily mild, most householders have decided to defer no longer their preparations for winter. Consequently there has been considerable activity in furnaces and other heating plants and sales of heating stoves during the past week have been quite satisfactory.

Houses handling plumbing material also report a large volume of business. Trade in these lines would, however, be greatly stimulated by a cold snap of some severity.

Paints and Oils.

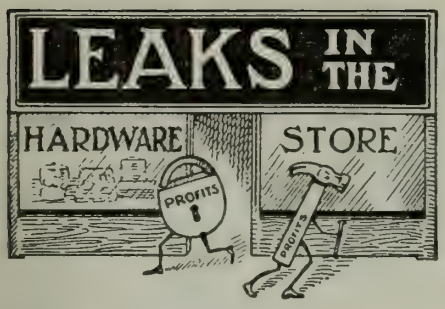
As anticipated in these reviews for some time linseed oils have dropped some 3 cents per gallon. Outdoor work is practically over for the season but there is still some demand for storm sash and doors and a fairly active demand for window glass.

Metals.

Trade is quiet in structural iron and steel and cement and it does not seem that any very heavy structural work will be undertaken this winter. The close of the building season has seen a good demand for lead and iron piping, water troughing, etc.

Sheet metal workers report business fair and keeping up with the general industrial advance of the city which is undoubtedly making very satisfactory progress as a manufacturing centre.

Prospects of better prices on what wheat yet remains to send out of the country will generally have a beneficial effect on all lines of trade.



A very serious leak in some stores is the lack of competent help. In some cases the clerks are incompetent on account of the proprietor or buyer not giving them proper selling instructions regarding goods on sale or new stock added from time to time.

In other cases the clerks are incompetent because they will not take the trouble as they call it to learn the selling points in connection with the goods they are supposed to sell.

Other clerks follow the line of least resistance and do not bother much about what line they sell as long as a sale is made.

This plan of salesmanship often results in customers purchasing goods, with which they will be dissatisfied later on.

The chances are, however, that where incompetent help is employed there will be an exceedingly large number of lost sales. With each lost sale there is a leak in profits. With a large number of lost sales there is a large leak in profits.

Investigate your selling staff and see if there are any leaks caused by incompetent help.

THE STARRETT SALESMEN'S CONVENTION.

The L. S. Starrett Co.'s salesmen get together every two years to have a general "pow-wow" on how to keep Starrett tools moving.

The accompanying illustration shows those present at their recent convention in Athol.

Included with the salesmen are the managers of the New York, London and Chicago offices.

Mr. Wing, the treasurer of the company, in writing of this convention, says: "This gathering occurs every two years, and is productive of much good and enthusiasm, not only on the part of the salesmen, but on us who stay at home as well."

LARGER QUARTERS IN BALTIMORE.

In order to properly take care of the big increase in its volume of business, the Baltimore branch of the H. W. Johns-Manville Co., has been compelled to seek larger quarters.

The new home of the company is a modern six-story building with floors measuring 47 x 187 feet, located at 207-13 E. Saratoga St., which is within two blocks of the Post Office and right in the heart of the business section. It will include an attractive store and up-to-date offices, in addition to large warehouse accommodations. To facilitate the handling of incoming and outgoing shipments there will be a railroad switch running into the building.

BOARD OF CUSTOMS DECISION.

Notices have been sent out by the Department of Customs for the guidance of Customs officers as follows:—File No. 68,629. It is held that bicycle tires imported as complete parts of bicycles and not invoiced separately are dutiable at the same rate of duty as that collected on the bicycles, under tariff item 594. In effect 19th November, 1913.



Starrett Salesmen.

TWENTY YEARS AGO.

(Continued from page 47.)

conditions with those which existed in 1893.

"Toronto hardwaremen complain of the price cutting tactics of competitors."

Editor's Note. — Apparently then twenty years back is not far enough in the past to be counted as belonging to Ye goode olde days.

* * *

"It is not at all singular that a reduction of $22 per ton and under has been made in the price of steel rails. The singular thing is, that the combination of manufacturers were so long able to hold nominally the price at $30 and then at $29 with the price of pig iron steadily going down, and the process and cost of iron mining in a fair way to be revolutionized. At last a time came when it was more profitable for an exceptionally large and well equipped concern, to cut the prices and to sell rails than to hold up the figures and go without business and the cut was made that cannot fail to deserve the equanimity of manufacturers whose mills are smaller and not so well supplied with modern machinery."

Industrial Items.

Oakville, Ont.—Work on the plant of the Jas. Langmuir Co., paint manufacturers, is nearing completion.

Welland, Ont.—Foundations for the main building of the Electric Steel Co. are now being put in, and erection will be proceded with at once.

Prince Rupert, B.C.—The Iron Mines, Ltd., has been organized here to work some hematite deposits near Hubert, B.C.

Ottawa, Ont.—The Michigan Northern Power Co. and the Algoma Steel Corporation have applied for approval of a scheme to direct certain waters of the St. Mary River at the Soo and develop power for the various industries on both sides of the international boundary.

Sarnia, Ont. — H. W. Loughead has purchased the R. Carrick property, North Front St., and will build a large addition to his machine shop and instal machinery for the manufacture and repair of marine and stationary gas and gasoline engines.

Hugh Chalmers says that advertising is having the right idea and using it at the right time. He also advises salesmen to observe these rules: First, to be honest; second, sensible; third, persistent.

Methods of Retailing Paints and Varnishes

Do Not Be Satisfied With the Average

Paint Dealers Should Endeavor to Raise Their Sales Above the Average for the Various Seasons — An Aggressive Campaign Will Make This Seemingly Difficult Feat Comparatively Easy.

"Just about the average," such is the description given by a retailer of his volume of paint business during the past year.

He is apparently satisfied with the average and does not exert any extra effort to make his average high. He seems to forget that "Not doing any more than the average keeps the average down."

There are many dealers who appear to be satisfied with the average even though their average is very low.

A short time ago a paint traveller in comparing paint accounts told of two of his customers. Both customers are located in towns of about equal size and only a few miles apart.

Both towns are in a good farming locality and prospects for paint sales in the two towns are about equal.

In one town, however, competition among the hardware and paint dealers is very keen while in the other town competition is very slack. The traveller stated that the merchant in the town where competition was keen did more than double, the paint trade of the dealer in the town where there was very little competition.

There is plenty of business to be secured in the latter town but the dealers apparently do not go after it and are satisfied with their present average.

There are no doubt quite a number of dealers located in towns where competition is not keen who could greatly increase their paint business if they gave a little more energy and thought to their paint department. Possibly it would be a good thing for them if they had more competition.

In towns where the hardware dealers go hard after the paint business you generally find that the public in those districts are heavy paint users and realize the advantages and economy of paint on account of the campaigns carried on by the live merchants.

Manufacturers do a great deal of good work in advertising paints for the dealer but the great trouble is that in some towns the dealer does not do his share and instead of starting in where the manufacturer leaves off the dealer allows the campaign to drop off entirely with the result that he loses a splendid opportunity for increasing his paint sales.

In other towns there are dealers who work in harmony with the manufacturer and who do their share of campaigning with the result that they secure excellent returns for their efforts and expenditure.

The present year is nearing its close and dealers will soon total up their paint sales for the year. Many of them will show an increase over last year and no doubt there will be a good many others who will find that they have run about the average.

Those showing an increase, if the increase is due to their efforts will no doubt try to do a still larger volume next year.

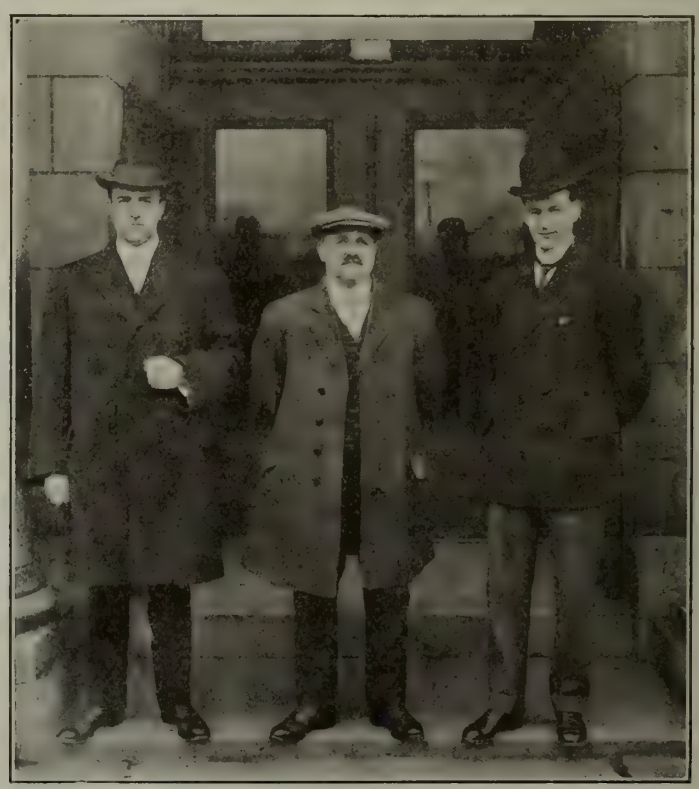
Whether those whose sales "have run about the average" will do a large business next year or run along in the same rut depends largely on their own initiative.

If they wish to increase their paint business next year they should start today and not wait until the new year is well advanced. Your 1914 paint trade will be what you make it. Make sure that you are selling a good brand of paint and then plan out your campaign. But do not let it drop at that. Plans are useless unless carried out.

The man who makes his plans carefully and then carries them out is generally the one who shows the large turnover. It is not necessary to sacrifice profits in order to secure a large paint trade and the dealer who secures the large turnover generally profits accordingly.

For the man who wishes to increase his paint business in 1914 there will be many opportunities presented for doing so. It matters not what part of Canada your store is located in you can find

(Continued on page 64.)



Sherwin-Williams' top notchers. Names from left to right: D. Crevier; Henry Hill, J. A. Derouin.



The Patronage of the Best Class of Customers is Yours

If you handle Martin-Senour 100% Pure Paints you can control the paint trade in your town. The superior wearing qualities, and the extra surface it will cover per gallon, make this the most economical paint to use. No other paint has ever approached the genuine good qualities of

Martin-Senour 100% Pure

Be a Martin-Senour Dealer and sell well advertised paints. It means more sales. This paint is thoroughly prepared and contains no cheapening ingredients. It is the one strictly pure paint on this continent. You can recommend it as the most durable and economical paint. If this paint is not already sold in your town ask us about our Agency proposition.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

RUST—Metal's Greatest Enemy

Conquered by LIONOIL

Rust on metal parts is each day costing the American automobile manufacturer thousands of dollars, besides greatly lessening the standard of his product.

No metal body can be finished perfectly if at any time it has been rusted. It is absolutely essential that the surface be free from any spots. Lionoil is the world's greatest rust preventative. Bodies coated with Lionoil when in use show no tendency to peel, check, or flake off.

Any metal part, such as springs, axles, frames, fenders, lamps and all sorts of stampings and forgings, are absolutely insured against rust if coated with Lionoil.

Lionoil can also be used as the liquid ingredient for metal primer or "roughstuff." We can also furnish Lionoil metal primer ready mixed.

Lionoil is also a great labor saver. It pays for itself easily in labor and metal saved. It is not expensive, covers lots of surface and air-dries quickly.

Write us for information regarding Lionoil or any other of our products, such as the Raven line of black Japans for lamps, bonnets, top bows and other parts. We have a large corps of experts who specialize on finishing problems. Write for information.

Largest Manufacturers of Varnishes and Japans in the World.

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, November 26.—Business is very good with the local manufacturers and spring orders are still being received in abundance. Immediate shipments are reported light in some cases, while other reports are to the effect that considerable business is moving via water routes in order to take advantage of the lower rates as the "last boat" is almost due to leave here. The fall business has not been so good this year but this may be attributed to the fact that building operations were not quite so extensive, and naturally this has had its effect on this line.

Most manufacturers seem to be highly pleased with the condition now existing in this market and claim that orders for both immediate and futures have not fallen off to any great extent. Collections seem to get worse the farther west you go but no doubt as soon as the crops move out and the farmers receive payment these conditions will show a marked improvement. In the east, though, it must be said that there is no cause for complaint concerning collections as they seem to be very good.

White Lead.—The demand still keeps up and although it is not what it was a month or so ago it is quite seasonable and seems to be satisfying to the dealers. The prices quoted are as follows:

5 ton lots	$7.75
1 ton lots	8.05
Less than one ton	8.25

Linseed Oil. —Although most manufacturers are predicting a change in oil, some an advance, others a decrease, last week's quotations are still in effect and the volume of business passing, while not exceptionally good, is considered fair by the trade and to be quite seasonable. Following are the quotations:

1 to 4 barrels	$0.53	$0.56
5 to 9 barrels	.52	.55
10 to 25 barrels	.51	.54

Carload lots one cent cheaper.

Prepared Paints.—This market is very active at present due to the spring orders being received. Most manufacturers claim they have all they can possibly handle and it seems that this branch of the market stands out alone as the volume of business doing is tremendous in futures while quite a good demand is being made for immediate shipments via water routes.

Petroleum.—No change has taken place here during the week and the demand can only be considered as fair without any change of price.

Glass.—The price, $3.65 per case base, still remains and very little change has taken place during the past week. Business is quiet, which is considered seasonable, but notwithstanding it is predicted by some of the local dealers that present prices will not remain and an advance is anticipated. This, of course, is rather indefinite and might not take place for some time.

Putty.—This, of course, is much the same as glass and only a fair business is being done with the following prices in effect.

	Per 100 lbs.
Bulk, in casks	$2.30
Bulk, in drums	2.50
Bladders, in barrels	2.80

With the usual advance of 70 cents per 100 lbs. for pure putty.

TORONTO.

Toronto, Nov. 27.— The continued mild weather has helped to keep up the demand for paints. Business at the present time is good especially in the smaller towns and cities.

There has been a falling off in the demand for lead and a large number of dealers appear to be buying only for immediate needs.

The demand for ready-mixed paints continues very active. There has been a dropping off in the demand for some lines which are used by the factory trade but in all other branches of the paint trade there is a steady demand.

Travellers report that hardware and paint dealers are booking freely for spring delivery.

Glass and putty are moving freely and no price changes have taken place during the past week.

Turpentine.

Although firmness has been exhibited in the Southern market, no change has taken place in Toronto quotations. One barrel lots are quoted at 65 cents per Imperial gallon; 2 to 4 barrel lots 64 cents per Imperial gallon, 5 gallon lots, 72 cents per Imperial gallon.

Linseed Oil.

Quotations on linseed oil remain unchanged with the ruling prices as follows:—

1 to 2 barrels .....55c per gal.
3 to 5 barrels .....54c per gal.
6 to 9 barrels .....53c per gal.

Boiled Linseed Oil—

1 to 2 barrels .....58c per gal.
3 to 5 barrels .....57c per gal.
6 to 9 barrels .....56c per gal.
10 barrels and over open.

Oil for less than one barrel 7 cents per gallon additional, with usual charges for cans.

White Lead.

There is no change in the white lead market and orders are being booked for delivery up to Dec. 15 at present prices.

Lead in ton lots is quoted at $8.20 per 100 lbs. and in less than ton lots $8.40 per 100 lbs.

Glass and Putty.

The demand for glass and putty from the smaller towns and cities continues active. Quite a number of sorting orders have been received.

In the larger cities trade is not up to last year's mark, although jobbers report that a fair amount of business is passing. Quotations remain the same as shown in current market quotations.

Benzine and Gasoline.

Motor gasoline in barrels is selling at 24½ cents per gallon; benzine is quoted at 23 cents per gallon.

DO NOT BE SATISFIED WITH THE AVERAGE.

(Continued from page 62.)

many property owners and tenants who are needing paint. How about the architects in your town? Why not get them to specify ready mixed paint on the new buildings to be erected next year.

No doubt some of the large manufacturing firms in your town are contemplating painting portions of their factories next year. Why not get them interested in using ready mixed paints. The manufacturer of the line you sell will co-operate with you in getting the order.

Do not be satisfied with selling only the small size cans of paint but go out after some of the bigger trade.

One of the greatest difficulties with some of the smaller dealers is that they they are afraid to go after a big order. You cannot expect to get all the business but if you go after it in the right way you can secure a good share.

To know how to go after it the right way requires considerable planning and study.

Now is the time to plan and study what you are going to make your paint business next year.

Toronto, Ont.—Soren Bros., tinware manufacturers, King Street W., have sold the factory they erected on Claremont Street.

St. Catharines, Ont.—The factory of the United Rubber Manufacturing and Reclaiming Co. will be established here. R. J. Cluff, general manager of Steel and Radiation, Ltd., is president, and G. C. Rough, sales manager of the Packard Electric Co., is a director. Building will commence in April.

The Profit Side of the Ledger



Misdirected effort never yet helped swell the profit side of your ledger, and one form of misdirected effort is wasting your energy trying to sell unknown paints of questionable merit. On the other hand, the name alone of a product of established reputation is a valuable asset and is the safest basis on which to build up trade.

FLOORLUSTRE

a really excellent floor enamel, with just the qualities the public demands, has back of it the Brandram-Henderson reputation. It is a high-class product, carefully made of selected materials, and we take pains to keep the quality uniform and up to the standard, hence it is an eminently safe brand for you to handle.

It works this way. Floorlustre is made primarily to please the user, and almost invariably does so. It follows that the man who once uses it will use it again, and **the dealer who has Floorlustre to sell gets the orders.**

Write to us for our proposition. There is an opportunity for you in Floorlustre, backed, as it is, by our selling helps, which you, as our agent, could command. It is a sure seller because it has the three things that compel sales; quality, reputation and right price.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."
Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.
Nicoluminam Grades, No. 1, 2, 3.
Babbitt Metal Grades, No. 1, 2, 3.
Prices, 6c—60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 60
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal (Per 100 lb.)	Toronto
Casting ingot	17 50	17 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07¼	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 05

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 90	4 15

Galvanized—Apollo D.	Crown	Ordinary
15x24x52	4 45	4 75
60	4 70	5 00
20x28x80	8 90	9 50
28x28x80	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe.

Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe.

Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 28	0 28
Wiping	0 28	0 26

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb. 6 50 7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	46 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50
Raven and Murex Grades—	
I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

'Dominion Crown Best"—Double.

COATED, TISSUED.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots	$ 50	....
72x30 up to 26 gauge, case lots	$ 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Baling Wire.
No. 10, $3.90; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.30; No. 19, $5; No. 20, $5.55; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $8; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $18; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

FENCE STAPLES.

Galvanized		2 85
Plain		2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

REVIVES & RENEWS OLD FURNITURE & WOODWORK



Lacqueret

THE HOUSEHOLD — LACQUER —

It is elastic, hard drying, lustrous and easily applied. A product that brings business to the dealer's store wherever featured. Write for further details.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin Brussels Melbourne

Largest in the world and first to establish definite standards of quality

MARTIN-SENOUR PAINTS & VARNISHES



AN OLD PRODUCT WITH A NEW LABEL

MARBLE-ITE Floor Finish

"The Varnish that Satisfies"

Like the rest of the Martin-Senour Line—it will be more extensively advertised than ever. Have us tell you about our big advertising campaign for 1914—it's intensely interesting.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO TORONTO WINNIPEG LINCOLN HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 1 35
Heavy fibre, 32 ft. x 60 per 100 lbs. 2 70
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 96
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 60; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 51
12 " " " 3 98
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless .... 20c ft.
Extra Heavy .... 28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22	....		2.86
24	....		3.12
26	....		3.38
28	....		3.64
30	....		3.80
32	....		4.16
34	....		5.10
36	....		5.40
38	....		5.70
40	....		6.00
44	....		7.48

(COMMON SINGLE LADDERS)

8	ft., each		$ .80
10	ft. ,each		1.00
12	ft., each		1.20
14	ft., each		1.54
16	ft., each		1.76
18	ft., each		1.98
20	ft., each		2.40
22	ft., each		2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 10c per foot additional.

(PAINTERS TRESTLES).

5 ft., each	$1.50	14 ft., each ..	$4.20
8 ft., each	2.00	16 ft., each ..	4.80
10 ft., each	2.50	18 ft., each ..	5.40
12 ft., each	3.00	20 ft., each ..	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

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to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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F. J. COX, Winnipeg, Sole Agent for West

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

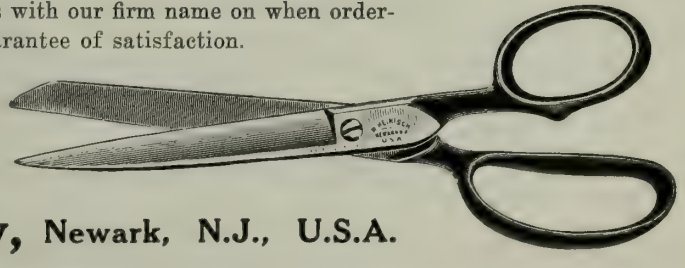
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Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a **positive** guarantee of satisfaction.

HEINISCH **Tailors' Shears, Scissors, Tinners' Snips,** etc., are of the same high quality as the trimmers.

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ROBERTSON SOCKET HEAD WOOD SCREWS

Will Give the Wood Worker the Best Satisfaction

They Save Time, Labor and Material

This is a real wood screw. A specially designed screw driver fits snugly into the square hole, and there it stays until the work is done.

This is the only wood screw of this type on the market and it is invaluable to carpenters, cabinet-makers, carriage-makers and for electric wiring.

Be sure to stock a few.

We manufacture high quality **Hand Drivers, Yankee Bits, Brace Bits, Rivets, Bars, Washers, Nails, Wire,** etc.

Drop us a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ..... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" " 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2. hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

Doz.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 20
Common doors, 2 or 3 panel, grained only, 4-in. style 8 40
Beaver window screens, 14 x 18, open 28½ inches 1 00
Perfection window screens, 14 x 15, open 22½ inches 1 30
Model window screens, 14 x 22, open 36½ inches 2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½	10
"	R.H., bright	80	10 7½	10
"	F.H., brass	75	10 7½	10
"	R.H., brass	70	10 7½	10
"	F.H., bronze	70	10 5	10
"	R.H., bronze	65	10 5	10
Drive screws		65	10 5	10

Set, case hardened 60 10
Square cap ..... 50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 ..... 3 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Red, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 20	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....	1 50	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 60 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 54 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $5.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner..... 6 50
Cadillac Electric, Model C..... 18 00
Cadillac Electric, Model D..... 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz..... 6 60
With rim, 18x28, per doz..... 7 20
With rim, 20x30, per doz..... 7 80
Without rim, 18x24, per doz..... 4 00
Without rim, 18x28, per doz..... 4 80
Without rim, 20x30, per doz..... 5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE" Flat Wall Colours

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in your store will attract just that most desirable class of patronage—the householder.
Explain to him, about its looks, its sanitary washable qualities; tell him it will dry, smooth as silk, hard as stone.
Boosting Silkstone means boosting business all round for "Silkstone" customers are satisfied customers.
Write for agency proposition and color card.

G. F. STEPHENS & CO., Limited, Winnipeg, Canada

BRANCH at CALGARY, Alta.



Do You Know

the reason why we continually emphasize the point that "consumer satisfaction" is an important feature of the sale of

Jamieson's Paints

Well, here's why: We emphatically believe that this "satisfaction" is so essential to the success of any merchandizing proposition that price sinks into insignificance in comparison. Every drop of paint we make is full of "consumer satisfaction."

Result: — Jamieson's Paints always bring repeat orders.

R. C. Jamieson & Co., Limited

Established 1858

Montreal — Vancouver

Owning and Operating P. D. Dods Co., Ltd.

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.50
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 40
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20¼
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 50
Bulk, 100 lb. drums	2 50	2 70
Bladders, in bbls.	2 80	3 00

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 6-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	24¼
Motor Gasoline, in drums	24	24½
Motor gasoline, in wood	27	25
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	59	55
Linseed Oil, 3 to 5 bbls.	58	54
Linseed Oil, 6 to 9 bbls.	57	53
Linseed Oil, boiled—		
single bbls.	62	58
3 to 5 bbls.	61	57
6 to 9 bbls.	60	56
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal.	cans
Carriage, No. 1	1 50	
Pale durable body	3 50	
" hard rubbing	5 00	
Finest elastic gearing	3 00	
Elastic Oak	1 50	
Furniture, polishing	2 00	
Furniture, extra	1 20	
" No. 1	0 95	
" Union	0 90	
Light oil finish	1 25	
Gold size Japan	2 00	
Turps, brown japan	1 00	
No. 1 brown japan	0 90	
Backing black japan	1 35	
No. 1 black japan	0 75	
Benzine black japan	0 40	
Crystal Damar	2 50	
No. 1	2 25	
Pure asphaltum	1 40	
Oilcloth	1 50	
Lightning dryer	0 95	
Elastilite varnish	2 25	
Copaline varnish	2 25	
Granitine floor finish	2 25	
Jamieson's floor enamel	1 75	
Sherwin-Williams kopal varnish	2 50	
Canada Paint Co.'s sun varnish	2 25	
"Kvanize" Interior Finish	2 40	
"Flint-Lac." coach	1 30	
B.H. Ltd. "Gold Medal." cases	2 25	
Dependon Lt. H. Oil Finish	1 55	
Everlastic Floor	2 65	
Flattine floor finish	3 00	
Elastica exterior finish	4 25	
Stovepipe varnish, ½ pts., gross	3 00	
Pure white shellac varnish, bbls.	1 80	
Pure orange shellac varnish, bbls.	1 65	
No. 1 orange shellac varnish, bbls	1 40	

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARR WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.96 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅞, 50¼c; 7-16 and up, 40¼c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 5-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$3.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $9.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

Do You Know—
We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. EVERLASTING PAINT

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.
Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO

The Popularity of Your Store

depends mostly on the Stock you carry. Talking of **paint,** there's no better seller than Ramsay's and every can is a can of satisfaction. Since 1842 Ramsay's Paint and Varnishes have been made right and have proved their ability to **stay** right. Color and quality are fixed.

Ramsay's Complete line **"is"** complete and that's the line of paint for you to carry if you would make yours the most popular paint store in town.

Ramsay's Paint



A. Ramsay & Son Co.
Montreal
Paint Makers Since '42

DOUGALL

PRICE vs. COST

In the instance of **Varnish,** price is by the gallon, in the can. Cost is by the job and by the year.

DOUGALL VARNISHES

cost the least in the long run—cost less to put on, last **longest,** and always look better than ordinary makes.

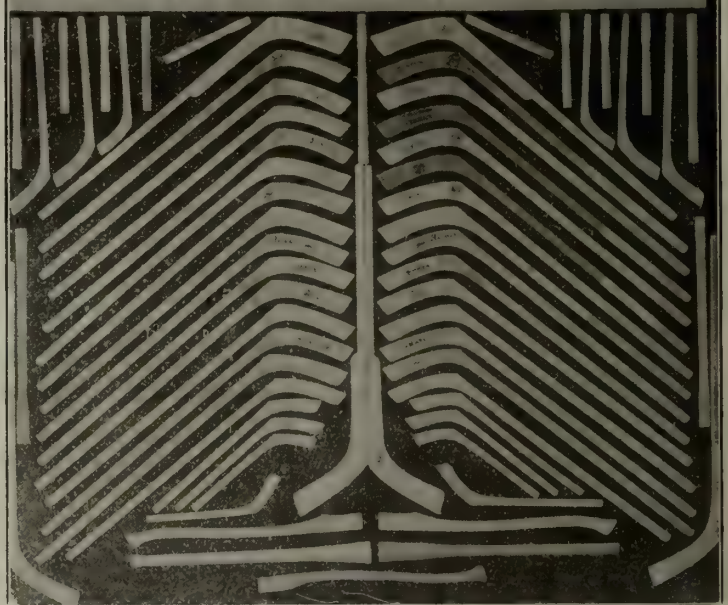
The Dougall Varnish Company, Limited
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

VARNISH

St. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



Values That Bring A Big Trade

Handle our hockey sticks this winter and you will realize **quick sales and splendid profits.**
Now is the time to place your order. **Order at once and avoid the rush.** How about your sorting-up orders?
We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles—handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.



IF WE COULD TAKE YOU THROUGH THE FACTORIES of THE CANADA PAINT CO.

you would appreciate at once why there is a good reason for you to handle and push The Canada Paint Co. products.

Some of The Canada Paint Co.'s brands of Ready Mixed Paints, Varnishes, Stains, Enamels, etc., have been on the Canadian Market for nearly half a century, and are well and favorably known from one end of the Dominion to the other.

Behind this reputation are the complete manufacturing facilities that to-day are more up-to-date and efficient than ever before. We have largely increased our facilities at Winnipeg, and with our plant at Toronto and our main plant at Montreal, we are prepared to give you satisfactory products at satisfactory prices.

At our mines at Red Mill, Que., we are turning out the purest paint oxides, not only in America, but probably in the world, as there are no oxide deposits suitable for paint purposes, anywhere to equal those at Red Mill.

Don't buy your Spring stock without consulting The Canada Paint Co. Representative. A Postal Card will put you under no obligation to buy, but will allow us the courtesy of having our Representative call.

THE CANADA PAINT CO.

LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES CP TRADE MARK STAINS-ENAMELS LINSEED OILS

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

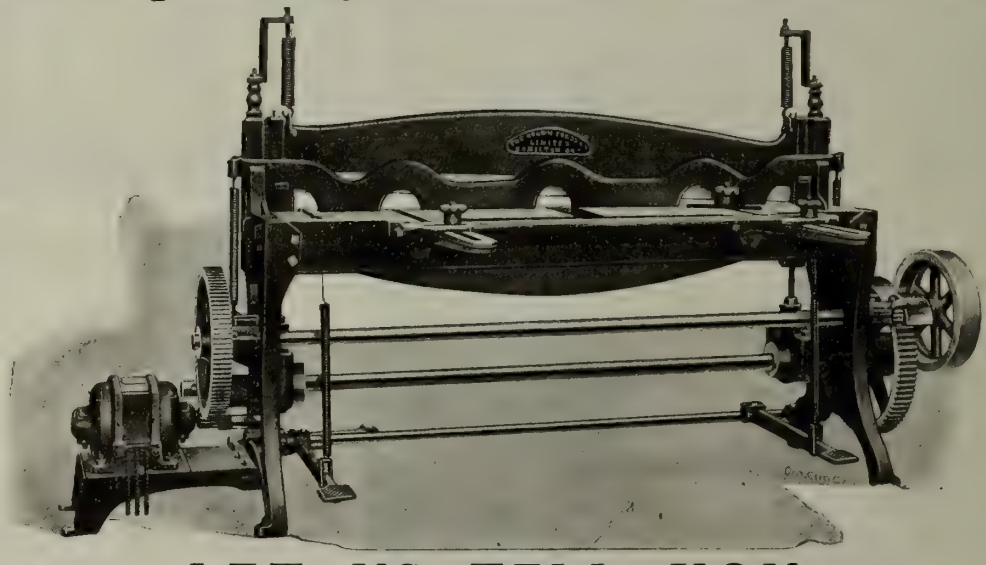
CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS

Power Squaring Shears—Motor Driven



LET US TELL YOU

How to cut down your shearing costs. Our shears are equipped with all the **LATEST FEATURES** for **LABOR SAVING** and **SPEED.** We build them in every style, **FOOT, BELT DRIVEN**and **MOTOR DRIVEN,** and all lengths, from **20 INCHES** to **10 FEET.** Get our new **SECTION "B" CATALOGUE,** just issued. It shows a complete line, as well as a full line of machinery for the working of **SHEET METAL, WIRE, TIN, ETC.**

The Brown Boggs Co., Limited

HAMILTON, CANADA

Manufacturers of Presses, Drop Hammers, Dies of every description, Tinsmith Tools, Canning Machinery, etc.

American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency, Ease of operation, Durability?

Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none!** And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

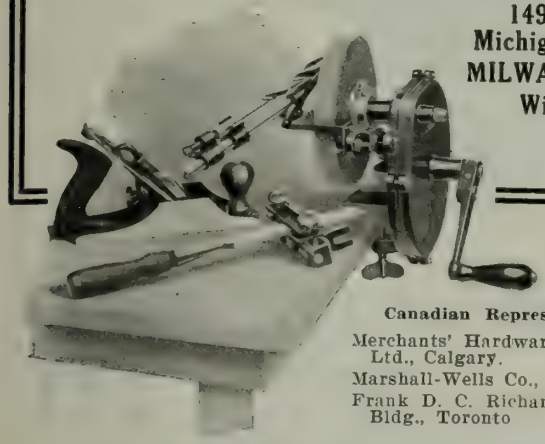
Made with a positively oil-tight case.

Gears operate in a bath-of-oil

That means—double life for the machine—and easy sales and big profits for the live dealer who knows how to push goods of **exceptional quality!** Our new catalog is yours for the asking. Write our nearest jobber to-day.

American Grinder Mfg. Co.

149-153 Michigan St. MILWAUKEE, Wis.



Canadian Representatives:

Merchants' Hardware Specialties, Ltd., Calgary.

Marshall-Wells Co., Winnipeg.

Frank D. C. Richards, Lombard Bldg., Toronto



THIS is our "Success" Oil Lamp, particularly famous for one thing—*giving light.*

¶ As has been shown by many scientific and practical tests, *it gives more light per quantity of oil than any other lamp made.*

¶ *That,* Mr. Merchant, is the thing that *sells lamps.* Write us, and we'll show you photographs.

The Pittsburgh Lamp, Brass & Glass Co. of Canada, Limited

119 Wortley Road, London, Ontario.

PILABRASCO

R. E. Davis Representative

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



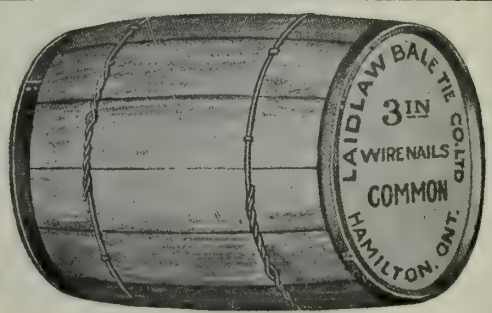
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

If You Want to Handle



WIRE NAILS

OF SUPERIOR QUALITY

CONSULT US AT ONCE

We are in a position to meet every requirement, as we have the latest machinery, which turns out perfect nails—these nails are guaranteed to be full weight. For baling purposes we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER.

THE LAIDLAW BALE-TIE COMPANY, LIMITED

HAMILTON - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.

GEO. W. LAIDLAW, Vancouver, B.C.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

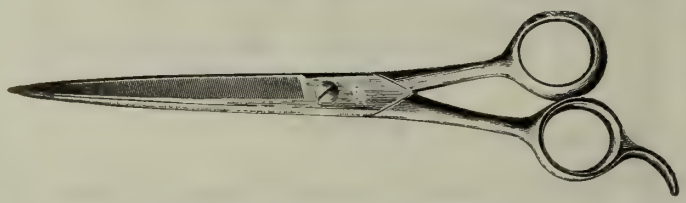
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

HENCKELS TWINWORKS CUTLERY





The quality of Henckels Cutlery is unsurpassed. It is a popular line among those who know good cutlery—see that it figures prominently in your Xmas displays.

Sole Agents for Canada

F. W. LAMPLOUGH & CO. Unity Building MONTREAL



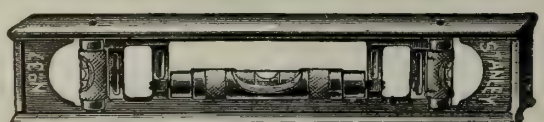


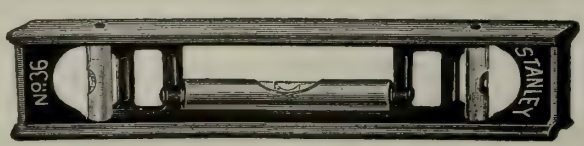
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.
Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto







Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any ordinary condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



The Hunter Who Bags the Most Game

Is the one who carries a good gun, owns a well trained dog, and who has a steady nerve and a true eye.

The same principle applies to the dealer who wishes to be successful in the varnish "game."

He should carry goods of quality — goods that are well advertised and known to the public, and he should take advantage of all the co-operation and assistance he can secure from the manufacturer.

The Glidden Line—JAP-A-LAC, Endurance Wood Stains, Green Label Varnishes, White Enamels, Flat Wall Finishes, etc., is a line of quality goods throughout; it is highly advertised and the consumer knows that Glidden products can be depended upon to give satisfaction.

Co-operation with you at all times is part of the Glidden selling plan.

Write us to-day for full particulars and get acquainted with the liberal discount on Glidden Goods.

The Glidden Varnish Co.

TORONTO, - CANADA

FACTORIES: TORONTO, CANADA. CLEVELAND, OHIO.
BRANCHES: NEW YORK CHICAGO LONDON

Makers of Glidden's Green Label Varnishes, White Enamels, Endurance (Mission) Wood Stains, Waterproof Flat Wall Finishes and Cement Coatings.

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

Be one of the dealers that sell THE QUALITY LINE of NIPPERS and PLIERS

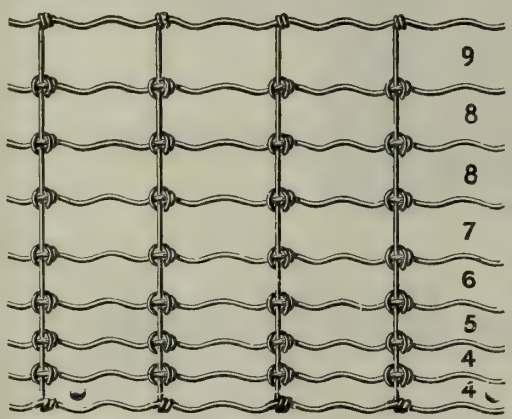
TRADE U TI CA REG. U. S. MARK PAT. OFFICE

Because it pays to handle quality goods. Every Utica Plier is guaranteed to be satisfactory in profit, as well as quality. "There are no strings on the Utica Guaranteed." (If it's not satisfactory, send it back.)

"GET QUALITY WISE," MR. DEALER. "IT PAYS." For "The Memory of Quality Lingers." May we send you a copy of The Utica Catalog? It's new.



UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

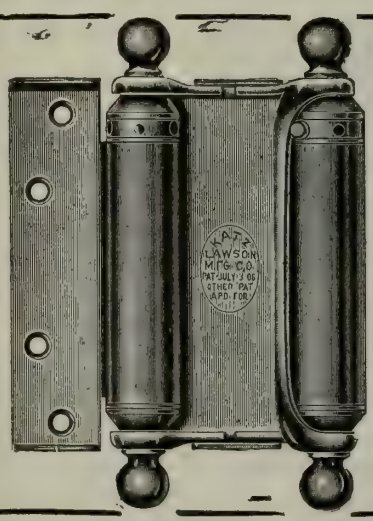
Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MON ARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



TRADE MARK "KATZ"

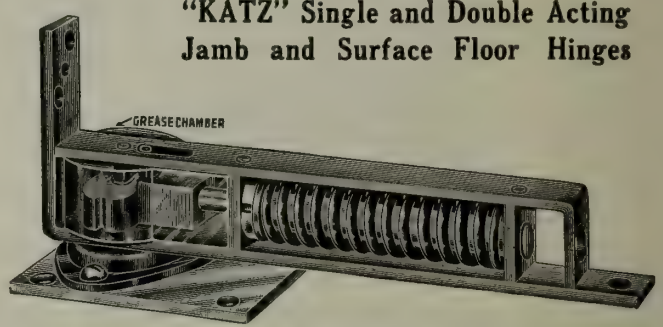
Reg. U. S. Pat. Office

Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.
CHICAGO
215 W. Huron St.
New York - Philadelphia

Who Can Beat Them?

"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

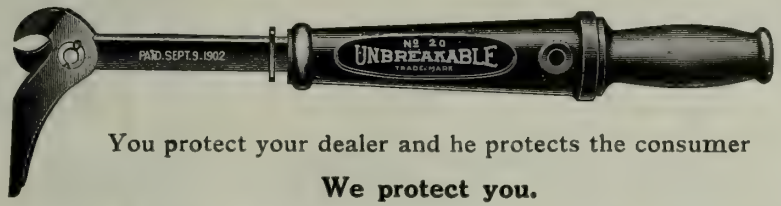
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



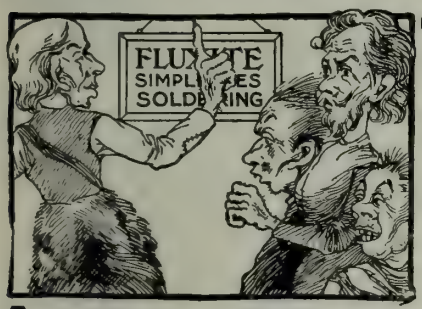
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

If Quality is your Motto, Sell D. PERES BARREL BRAND CUTLERY

It is made for those who want the combination of artistic design and wear.

The large profit margin will please you.

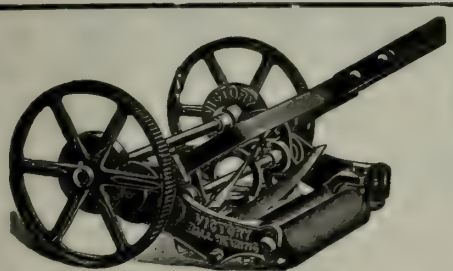
Send us a trial order. Our guarantee is your protection.

Razors, Pocket Knives and Scissors.



Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Feilman & Jardine, 222 Portage Ave., Winnipeg

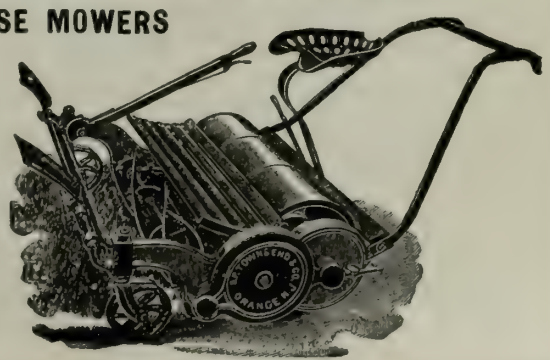


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

The Genius of the Fleet

Admiral Von Tirpitz is called the creator of the German Navy. His position in the making of this modern state is most graphically told in the third of the series by Frederic W. Wile in the first issue of the new year of MACLEAN'S MAGAZINE.

This series of German sketches began in November when the career of

Ballin,
Head of Hamburg-American

line of steamships, was unfolded in as clever a word picture as has been drawn of any prominent man.

The character sketches and illuminating articles of each issue, present to the reader of this magazine as choice a preface as could be demanded by a discriminating reader. Moreover, in the Review of Reviews Department, condensed summaries of articles current in world literature, gives to the busy man an intelligent comprehension of what he has not the time to select from the hundreds of good journals.

The December issue is out and contains such articles as **The Fighting Denisons** (one of whom is an Admiral); **The New Scrooge; How Personality Wins; Millions From Waste; A 1,000 Miles of Wealth; The Co-operative Bank Idea.**

And a numerous selection of clever short stories. "Maclean's—the National Magazine."

Send two dollars for a year's subscription of this magazine. Single copy twenty cents.

The MacLean Publishing Co.
LIMITED

143 University Avenue Toronto, Canada

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY

43 Exchange Place NEW YORK

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

MYERS

PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARN-DOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MEYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HERE'S A GO!

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

HALL & CROSS Ltd., Chancery Lane, London, Eng.

Your Tarpon-Fishing Customers

Will Like "Bristol" No. 26

There is no better rod made for tarpon and tuna fishing than "BRISTOL" No. 26. Even for shark fishing with rod and reel it has done wonders, having a record of a 500-lb. shark off the North Carolina Coast. It keeps its shape and cannot warp. Strong and durable throughout; 6 ft. 9 in. long; weighs 26 oz. Heavily nickeled over copper, and finished over this with enamel. Each $12.00 or $14.00, according to handle; subject to your regular discounts.

1914 "BRISTOL" ART CALENDAR—FREE



It is a full-color reproduction of a painting by Philip R. Goodwin, entitled "The Last Struggle." Measures 16½ x 30 in.; a handsome ornament for your store.

Send for the new "BRISTOL" Catalog FREE. And if you haven't secured one of the "BRISTOL" Rod Stands, FREE, write for our Rod Stand Proposition.

HORTON MFG. CO.

170 Horton St., BRISTOL, CONN.

NIACARA

Bathroom Fixtures

Our catalogue illustrates many styles of

TOWEL BARS, in nickel, opal and crystal.
SOAP DISHES, in nickel and opal.
TUMBLER HOLDERS, in many combinations.
SPONGE BASKETS, stamped and in wire.
SHELVES, in crystal and opal.
MIRRORS, nickel or white frames.
SHOWERS, and **SPRAYS**.
MATCH HOLDERS and **ASH TRAYS**.
BATHROOM HOOKS, many styles;

and you can

Handle them profitably

Write us now, and be ready for the Christmas season in good time.

Kinzinger, Bruce & Co., Ltd.

Niagara Falls, Canada

You can obtain through

GEO. A. MARSHALL

Lombard Bldgs., 70 Lombard St., Toronto

The Well Known "TURTLE" Brand Tool Steels for—

Engineers' and Shipbuilders' Machine Tools, Chisels, etc.
MINING AND QUARRY TOOL STEEL.
CHROME-VANADIUM STEEL.
DOUBLE SHEAR STEEL. **DIE STEEL.**
COMBINED IRON AND STEEL IN ALL SECTIONS.
NICKEL STEEL.
Steel of all kinds to make Tools for working on Metals, Wood, Leather, Paper, etc.

Famous WACO High Speed Steels

SPECIAL "CHROME" QUALITY FILES FOR HARD METALS.

Best Warranted "**TURTLE**" Brand Crucible Cast Steel Files.

"**WACO**" High Speed Twist Drills.

Manufactured by

William Atkins & Co., Limited

Sheffield, England



We Are Pushing Our New

BREAST DRILL

No. 87

BECAUSE it comes nearer perfection than any other drill we have ever made—has more adjustments and variations in action than any other drill yet everything is accomplished without any sacrifice of power.

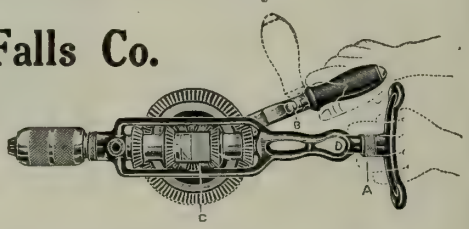
Can't tell you about it here—too much detail—but if you will send for Catalog No. 32, you will find it fully described.

Take it broadly that it is an unequalled Breast Drill and send to us for the full story.

Millers Falls Co.

28 Warren St.

NEW YORK



SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

TORONTO MONTREAL WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of carving tools on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Tools for Manual Training Schools

It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

Robt. Sorby & Sons, Ltd. Make



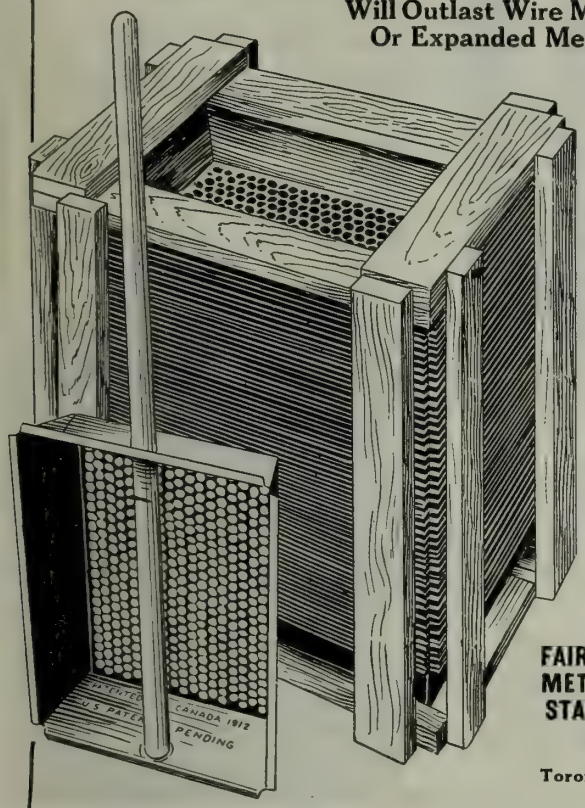
and Geo. H. Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

Get Our Prices. See our Samples.

Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.

One Piece.

See your Jobber.

Good Profit.

FAIRGRIEVE METAL & STAMPING CO.

Toronto, Ont.

Why buy the "Near" Brand when the "Best" is Procurable?

The L. Martin Co.

Old Standard, Eagle Pyramid and Globe

GERMANTOWN LAMP BLACK

IS THE BEST AND HAS BEEN FOR OVER SIXTY YEARS.

When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

THINK IT OVER
FOUR FACTORIES

PHILADELPHIA — CINCINNATI
JOHNSONBURG — LONDON, ENG.

MAIN OFFICE—81 FULTON ST., NEW YORK

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

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Cane's Washboards

Always Specify Them

Because They are Right in Price and Give the Best Service

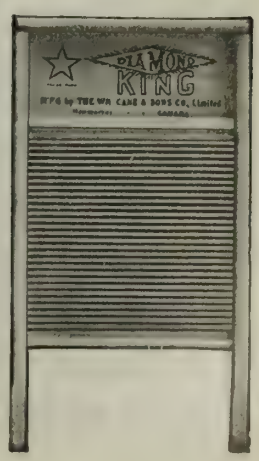
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the
Wall, Table or Floor



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ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

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Give the "National" Lock a trial and watch your lock trade increase.

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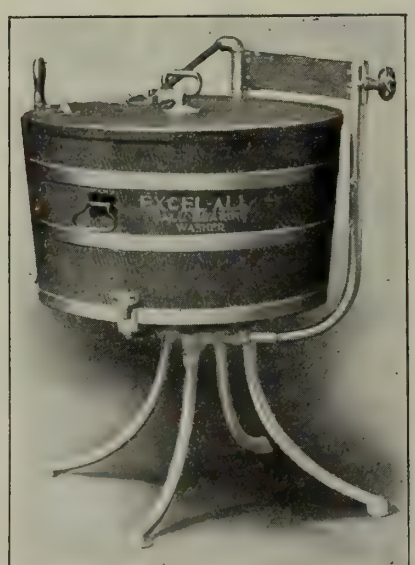
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MAXWELL'S
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HELPS the housewife to laugh at the labor of washday. Ball bearings make the tub run smoothly. Top lifts up and gives heaps of room for work.

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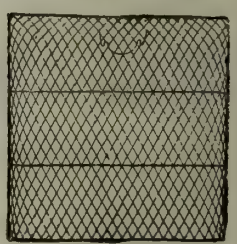
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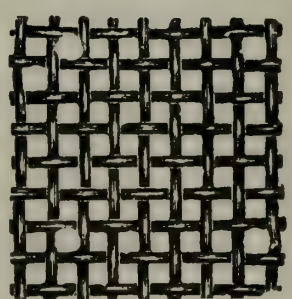
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is manufactured in one of the largest factories in the world, owning and operating its own brass foundry, where all motor parts are made of the best material that can be procured.

All castings no our motor are brass and will not rust.

The motor is gearless and needs no oiling, thereby saving grease spots on the clothes.

The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

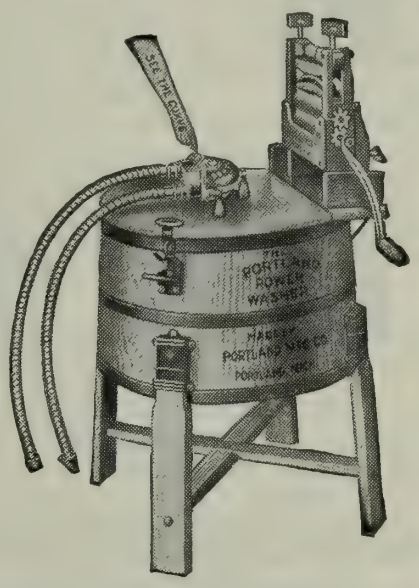
Will operate on less pressure than any other water motor machine on the market.

The agitator travels farther at each stroke than any other machine; therefore does the washing in much less time .

Is thoroughly tested by our skilled expert before leaving the factory.

This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such **a perfect piece of mechanism** success everywhere.

It will be a splendid washer for you to handle. Guaranteed for 3 years.



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The Quality Assures Satisfaction and Re-Orders

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Price each—$5.20 Net.

By using C. & L. Fire Pots and Torches, you save both time and money. Made of the best materials, by expert skill. It pays to buy the best, thereby saving time and trouble. Every C. & L. Fire Pot and Torch is tested with air and fuel burning, and if operated in accordance with directions, will give the user splendid satisfaction. All burners are made of special generator metal, retaining the heat longer, and all torch tanks are made of heavy, seamless drawn brass.

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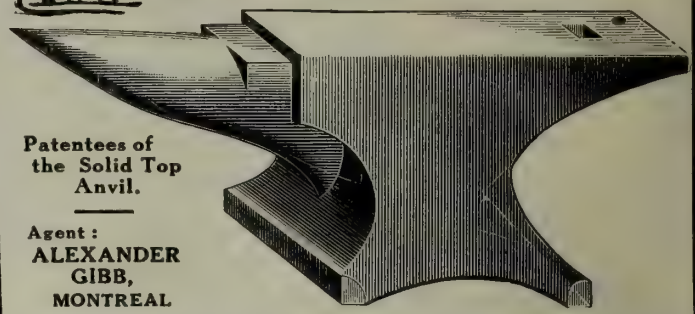
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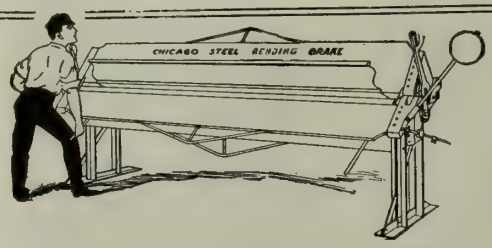
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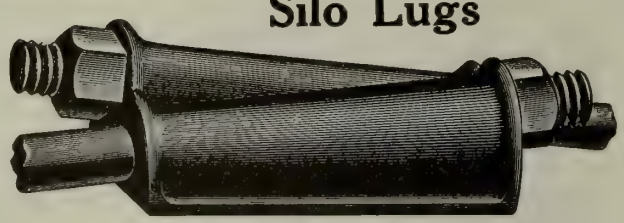
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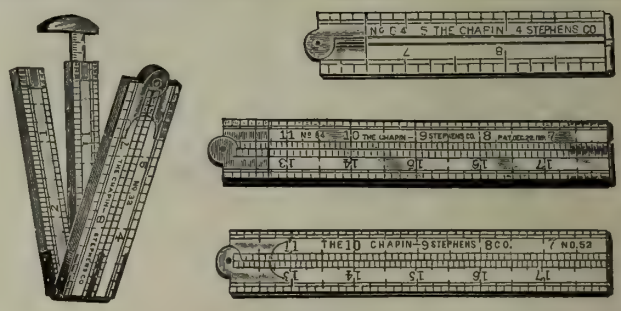
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PATENTS PENDING

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Sample by post $2.00

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This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

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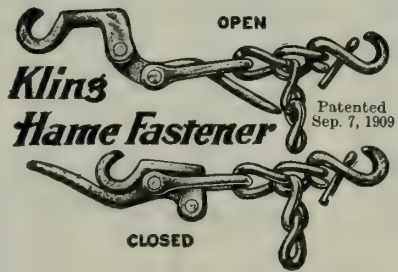
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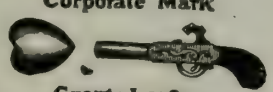
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Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

CRAYONS FOR EVERY USE



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School Chalk,
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BINNEY & SMITH CO.

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Wholesale Cutlery, Twine, Hardware, Specialties, etc.
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MACHINERY BEARING METAL
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HARDWARES ALL SELL IT.

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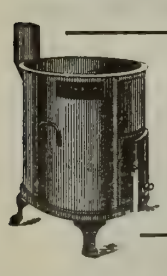
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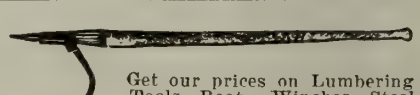
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Great Improvements
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You should stock a sample of
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Made in all sizes by
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Send for a catalogue.



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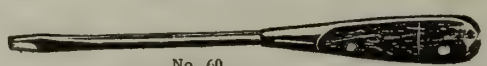
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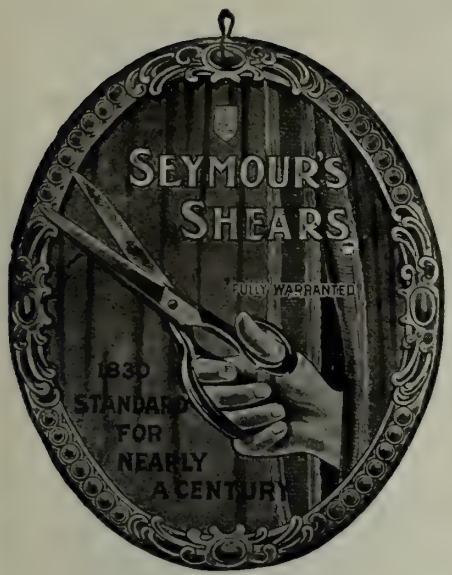
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Japan finish. Large profit for you.
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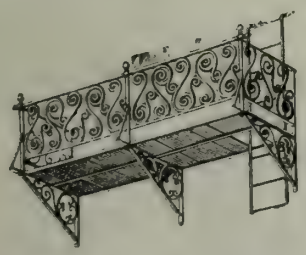
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Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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stands for the best of everything in rope.

It is carefully made from selected material, and will stand any strain that cordage should be subjected to.

Being made with a view to giving service to the user, it excels in lasting power.

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'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

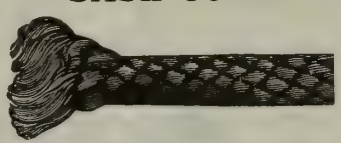
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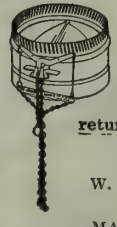
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Automatic

Saves fuel, prevents overheating. Maintains an even fire and even temperature day and night. Eliminates all danger of fires from defective flues. Takes care of itself. Easily adjusted. Fits any pipe. Makes the whole family happy.



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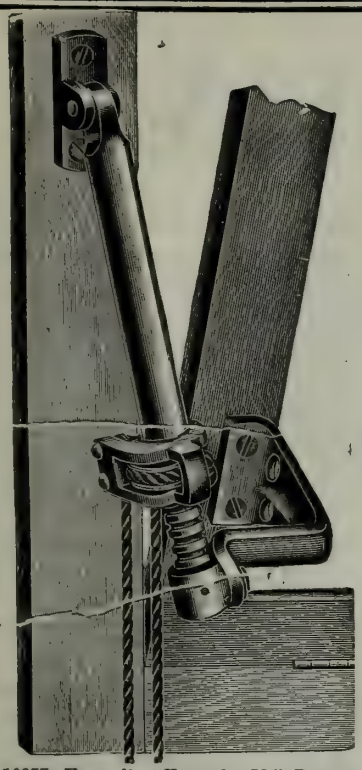
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Try an **ARNOLD DAMPER** on your stove for 60 days. Keep strict account of your coal bill. If it doesn't save at least 25%—return it and get your money back. **Send for our interesting booklet—it's FREE.**

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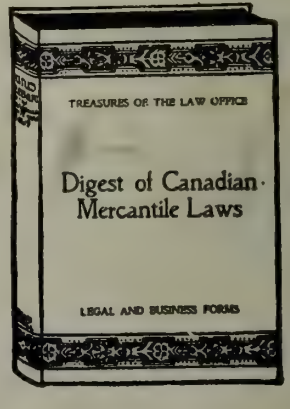
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Jas. Smart Mfg. Co., Brockville.

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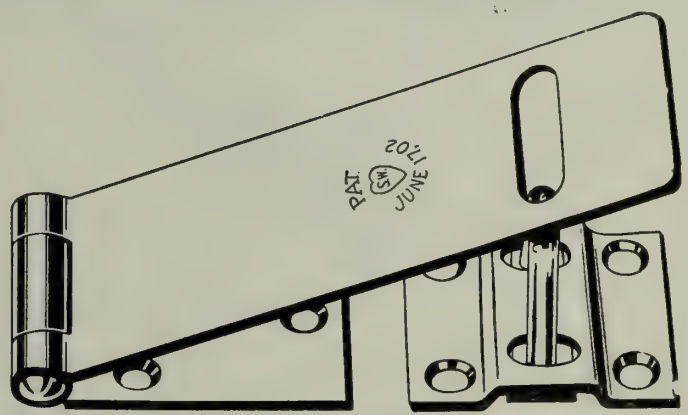
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Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Kuhne-Anderton Co., Port Hope.

Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.

Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

Wire Machinery.
Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.

Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.

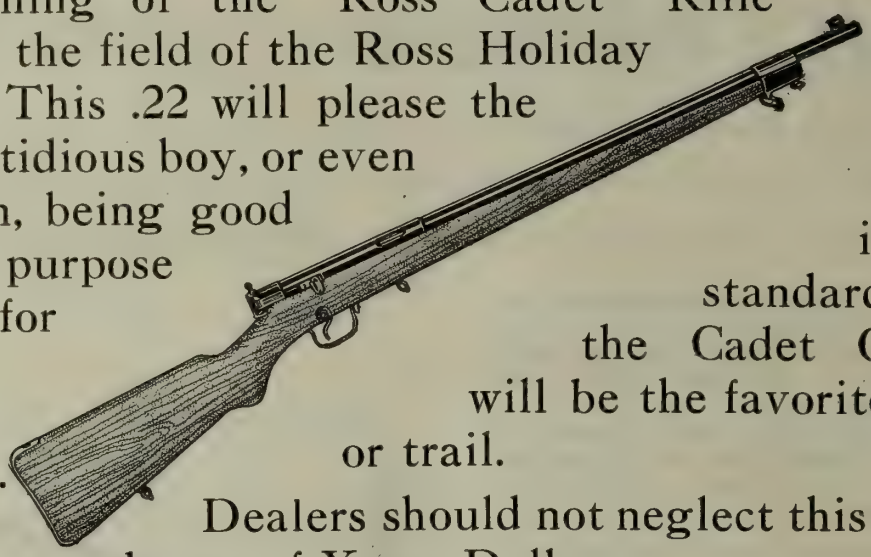
Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.

Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe & Tool Co., Springfield, Mass.

"ROSS" RIFLES AS GIFTS

The coming of the "Ross Cadet" Rifle enlarges the field of the Ross Holiday Sales. This .22 will please the most fastidious boy, or even any man, being good for any purpose except for big game hunting.



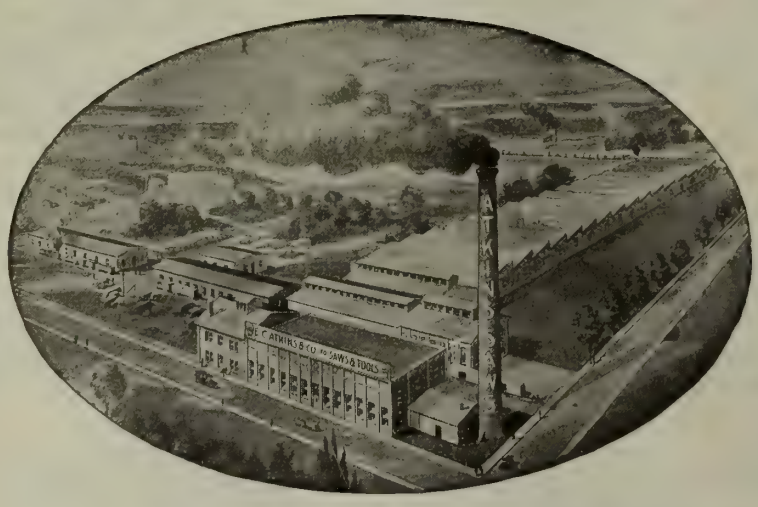
Safe, accurate, handsome, it is the standard arm of the Cadet Corps and will be the favorite for camp or trail.

Dealers should not neglect this additional chance of Xmas Dollars.

WRITE FOR DISCOUNTS.

ROSS RIFLE CO., Quebec

ATKINS STERLING SAWS



Canada's big Saw Factory. Where ATKINS STERLING SAWS are made. We are wide-awake. Our methods are progressive. We manufacture Saws which make good and establish confidence with your best trade. We back this up by a progressive sales co-operation that makes the most money.

Why not specialize on ATKINS STERLING SAWS this Spring? Buy from your usual source, but insist on the genuine article, with our name on the blade. If you have any difficulty in getting them in this way, write to us direct.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory: Hamilton, Ont. **Branch: Vancouver, B.C.**

We market over $5,000,000 worth of mixed metals every year

Our thirty-five years' experience in selecting and compounding of stock means that we produce a babbitt of very high quality a babbitt that takes well with your trade.

The same good quality prevails in our **Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony.**

Hoyt Metal Co., Toronto, Ont.

New York, N.Y., London, Eng., St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

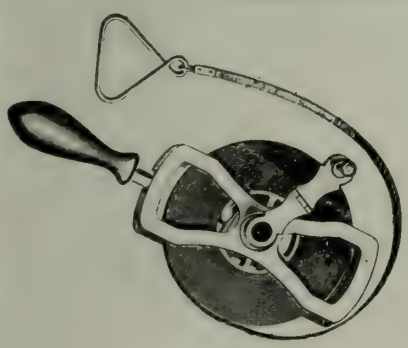
GUTTA PERCHA & RUBBER, LIMITED

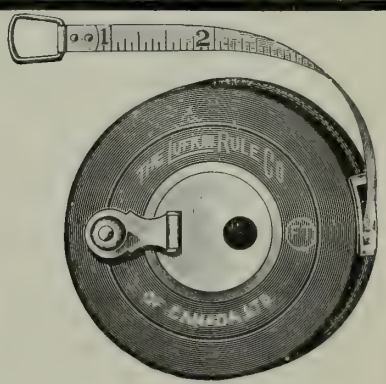
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW





LUFKIN

Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 "CHALLENGE" No. 263 "RIVAL", ETC. No. 243

MADE IN CANADA **Your Jobber Stocks Them**

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

See This Swell Weld?

It positively { Increases the strength 25%
Increases the wear 25%

Because { It adds 25% more material at what is ordinarily the weak point of a chain link, and thus makes the weld the strongest part of the link.

Proof { 99% of your test breaks are at some point other than the weld, usually at the end of the link.



Made in Canada

McKinnon Chain Co.

St. Catharines, Ont.

Have us furnish your

MALLEABLE IRON CASTINGS

TINNED OR JAPANNED

We are headquarters for particular buyers

THE McKINNON DASH COMPANY

ST. CATHARINES, ONT.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

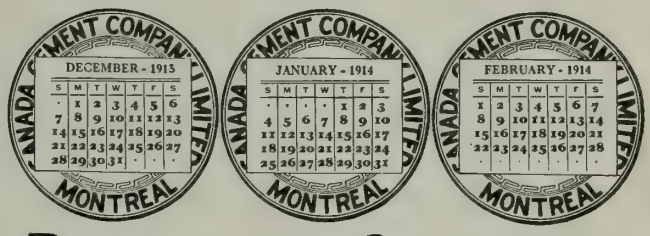
PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

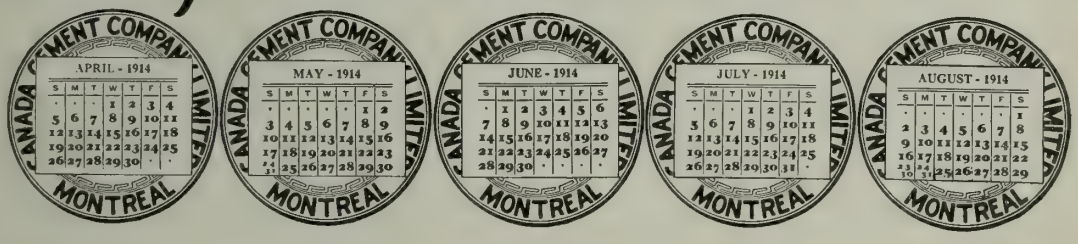
Vol. XXV. Publication Office: Toronto, Canada No. 49

December 6, 1913

During these Months



Look up New Business for these



Don't wait until next spring to get your cement orders. **Now** is the time to line up your next season's deliveries.

Look up the prospects for new business in your vicinity and find out how many barrels of cement they can use. You won't have to tell them about the high quality and strong organization that stands behind the label on

CANADA Portland CEMENT

they undoubtedly know, through our big advertising campaign.

If there is anything you want to know that will help you to benefit by this campaign, write us fully.

If you don't sell Canada Cement you should make arrangements now to do so. It will increase your cement profits and your customer's confidence and help you sell them other goods.

Write our nearest sales office today, for full particulars and terms.

Canada Cement Company Limited

Sales Offices at

Montreal Toronto Winnipeg Calgary







From You—to Him—for Christmas

a Gillette Safety Razor.

He'll appreciate it first—you will later.

Nearly 40 styles — $5.00 to $25.00 — at Drug, Jewelry and Hardware Stores. 513

Here are two of a series of six new "Human Nature" Gillette advertisements which we are running throughout Canada in addition to our regular big advertisements, to "clinch" Christmas sales. The series includes the Young Folks (above)—Husband and Wife—Mother and Son—the Rich Man (below)—the Fat Man—and the Club Man.

As we run them, these advertisements will certainly boost your Christmas sales, but they will do much more for you if you also **run them yourself, over your own name and address.**

We are making up plates for you now, mortised for your address, and have mailed you a card showing the whole series of six. If you haven't already told us how many plates to send you, write at once. We will ship the plates free, charges prepaid.

Gillette Safety Razor Co. of Canada Limited

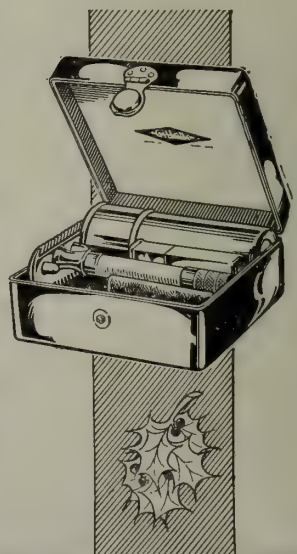
Office and Factory: The New Gillette Building, Montreal

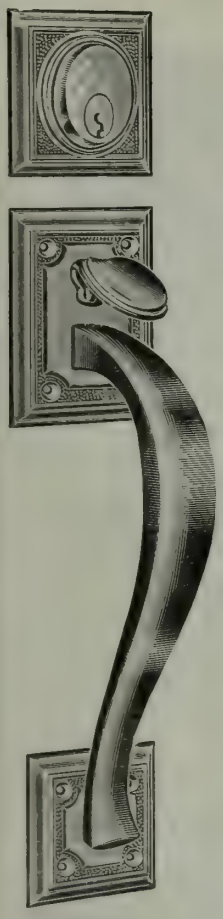


Would you please a keen, successful man — your husband or your friend? Give him, for Christmas, the keen successful razor—the

Gillette

Sets as high as $25.00—and as low as $5.00. At the best Jewelry, Drug and Hardware Stores. 516





Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

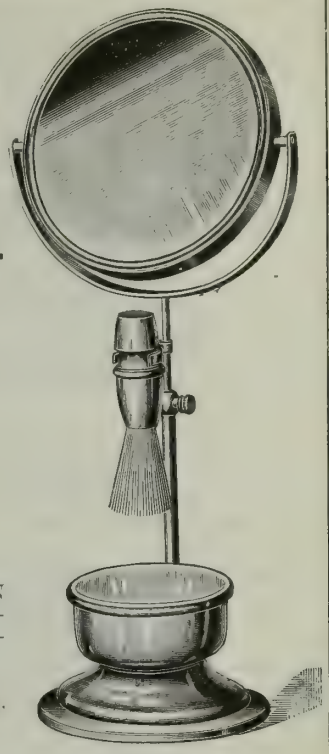
We Manufacture

HIGH CLASS METAL

SHAVING SETS.
BOWLS, MIRRORS, ETC.

TOILET ARTICLES OF EVERY DESCRIPTION.

ALSO AN EXTENSIVE RANGE OF TEA POTS, COFFEE POTS, SUGAR BASINS, ETC.



PROGRESSIVE CANADIAN DEALERS CAN PROFITABLY HANDLE OUR PRODUCTS.

Canadian Agents: Messrs. Rau. Voss & Co., 160 Bay Street, Toronto.

HONER & GRIMM

SPAICHINGEN, - GERMANY



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

The S. M. P. Seamless Round Gem Roasters

Made in Pearlware and Black Steel.

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless—that's easy to clean.



Fitted with Steamer in Pearlware only.



Requires absolutely no attention. Have a look at them.

Size - - - 12 in. x 8 in.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS CO.

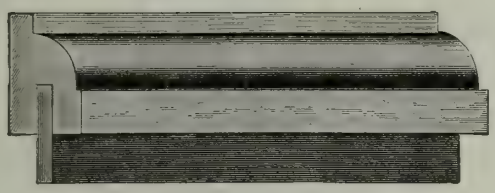
OF CANADA SUCCESSORS TO LIMITED

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

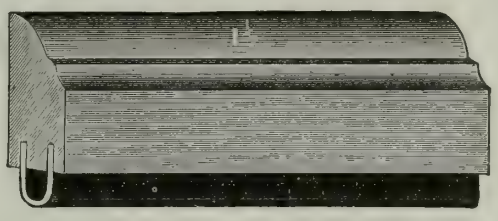
WEATHER STRIP

Merchants should have full stocks at this season



WOOD AND FELT
Dark Stained Wood; 3-16 inch Black Felt; 12 Foot Lengths.

No. 60—For Upper Window Sash.
No. 61—For Lower Window Sash.
No. 64—For Door Buttons.



WOOD AND RUBBER
Dark Stained Wood; Double Rubber; 12 Foot Lengths.

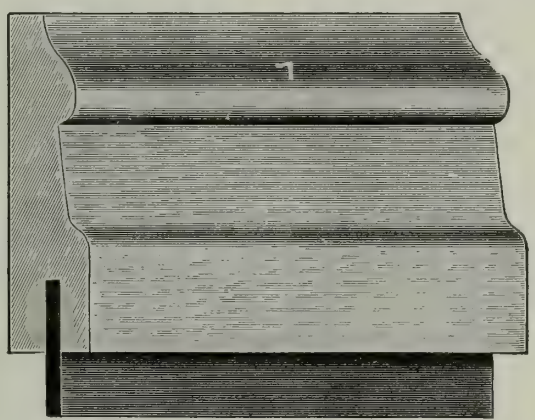
No. 1½—For Side and Top of Doors.
No. 4—For Bottom of Light Doors.



RUBBER DRAUGHT TUBING
For Doors and Windows.

Nos.	6	7	8
Outside Diam., In.	5-16	⅜	7-16

100 feet in a Box.



WOOD AND RUBBER.
Dark Stained Wood; Heavy Single Rubber; 12 Foot Lengths.

No. 7—For Bottom of Heavy Doors.

FROST KING

Chemically Treated Moisture Proof Felt, with Hemp Center Tube, Strongly Sewed. No Glue or Cement to come loose.

Suited for Use for Doors and Windows alike.

No. FK—25 ft. Lengths in a Carton.



HARNESS FELT

Dark Blue Compressed Wool Felt; Soft and Pliable. In square shaped strips.

No. HF — Size ¾ x 9-16 inch; 6 ft. Lengths.

We Carry Heavy Stocks of the Above and Can Ship at once

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The Steel Company of Canada, Limited

Hamilton, Ontario

PROMPT SHIPMENTS made of all Orders.

PIG IRON

STEEL
Channel Bars,
Angle, Band,
Spikes,
Concrete Bars,
Hoop.

WE HAVE A LARGE STOCK OF

WOOD SCREWS

BRIGHT BRASS BRONZE





Blued, Brassed, Bronzed, Nickel Plated, Silver Plated, Tinned, Coppered, Japanned.

DRIVE, FELLOE, DOWEL SCREWS.

MACHINE SCREWS

IRON RIVETS, BOLTS and NUTS

Tacks,
Wire Nails,
Staples,
Wire, Cable,
Corrugated Fasteners,
Bright Wire Goods,
Wing Boot Calks and Tools,
Horse Shoes and Horse Shoe Nails.

POLE LINE HARDWARE

LEAD PIPE

WROUGHT IRON PIPE
Black and Galvanized.

SALES OFFICES:

HAMILTON MONTREAL TORONTO WINNIPEG
VICTORIA VANCOUVER ST. JOHN HALIFAX

SHOUPERIOR METHODS

MODIFY,
SIMPLIFY,
SATISFY.
YOUR
SYSTEMS
PURIFIED.
OUR
PRODUCT
STANDARDIZED.
PRICE
EQUALIZED.
ADVERTISED
SERVICE
EXEMPLIFIED.

If you are not using
SHOUPERIOR REGISTERS
in your manifolding,
you are paying for them
without the advantages

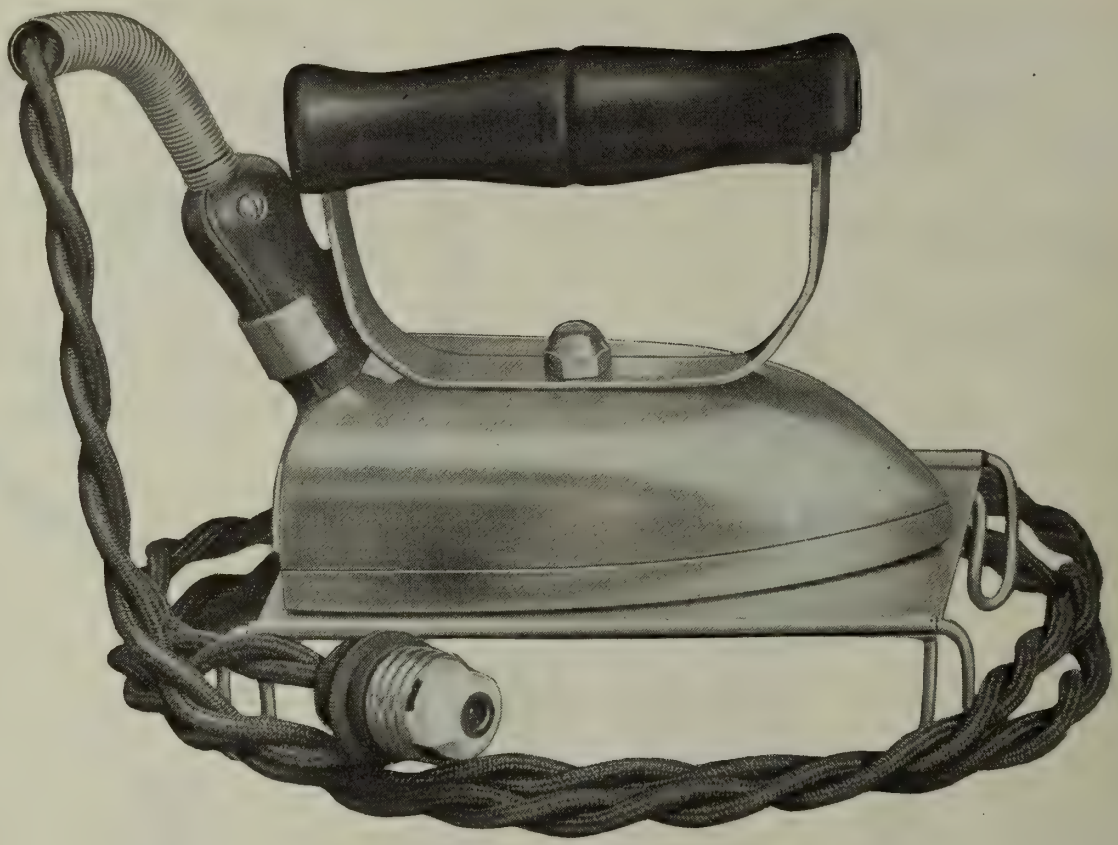
Remember:

You can not spend a dollar
unless it is evident
you will be
benefitted

ASK OUR BUREAU OF CO-OPERATION, SYSTEM AND DESIGN TO SEND YOU SUBJECT 10, FORM C 3.

Autographic Register Co. of Canada, Limited

10 St. Peter Street, Montreal



The "CANADIAN QUEEN"

is very attractive in design and finish—is being used in white-wear and shirt factories nine hours per day and in every instance is giving absolute satisfaction—our guarantee is a new departure —it is a quick seller and shows the DEALER a GOOD PROFIT.

There is nothing more appropriate or acceptable for a Christmas Gift than a "CANADIAN QUEEN" Electric Iron.

They are being sold by the following jobbers:

The Perkins Electric Co., Limited, Montreal
The Masco Co., Limited, Toronto
Chapman & Walker Limited, Toronto

They are made in Canada and the price is attractive.

THE FLEXIBLE CONDUIT CO., LTD.

GUELPH, CANADA

The Tools That are Sellers



Axes, Chisels, Hammers, Adzes, Lumbering Tools, Etc.

Highest Grade Material



First Class Workmanship



We use the **Best English Steel** suitable for each tool, and we employ men of long experience. Any tools that prove defective in material or workmanship will be replaced free of charge. **You should see our complete line — ask for catalog.**

Allan Hills Edge Tool Co.

LIMITED

GALT, ONTARIO, CANADA

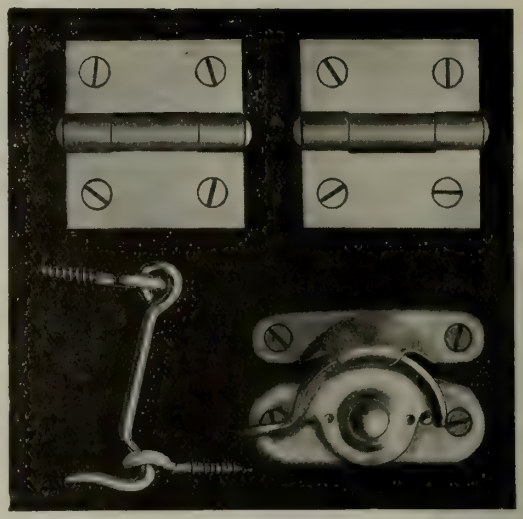
SAFETY FIRST

A Set for the Cellar that's a Seller

Our new No. 70 Cellar Window Set puts the safe feeling into everyone who knows that the cellar windows are locked and that the chances of "getting in" that way are successfully blocked. The lock holds the window tight against the sash, and does not need a weather strip—No. 70 Cellar Window Set consists of

1 Pair Tight Pin Butts (Broad) 2x2
1 Cellar Window Lock
1 Hook and Screw Eye

(Packed 1 Set in a Box, Complete With Screws.)



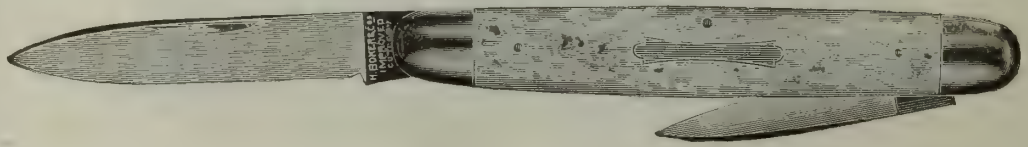
No. 70 Cellar Window Set.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO

Most Up-to-date Hardware Stores Sell

H. Boker & Co.'s "TREE" Brand Cutlery



Because It Is The Only Cutlery That Will Stand All Reasonable Hard Usage And Still Retain Its Keen Cutting Edge.

Ask Your Jobber to Show You the "Tree" Brand Lines.

BOOKS FOR HARDWAREMEN

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

Technical Books, 143-149 University Ave., TORONTO



Modern machines accomplish such wonderful results that it seems as if they must have brains. They do—they have the brains of inventors, engineers, and mechanics. The only limits to what a fertile brain can produce are the means available for that production.

Brains enter into the invention and construction of tools and appliances necessary for producing our machinery. Of these brain "auxiliaries" no one class of products has required more brains for conception and production than the tools and instruments used by high-class mechanics.

It is important that this should be so, for the only limits to the materialization of brain products are frequently those imposed by the accuracy of our measuring instruments. It is a significant fact that in the greatest shops these limits are generally Starrett tools.

In other words, Starrett tools are regarded as the most highly developed measuring instruments—they are the tools which permit greatest progress on the road to accuracy—they are the world's standard. Capitalize that truth by supplying the wants of the men who do the finest work. Preach Starrett accuracy —reap Starrett profits.

The L. S. Starrett Co.

WORLD'S GREATEST TOOLMAKERS
ATHOL, MASS.

42-270

UNEQUALLED SERVICE AND SATISFACTION

may be obtained by using

APOLLO KEYSTONE COPPER BEARING

Rust Resisting

GALVANIZED SHEETS

Especially adapted for
All Exposed Sheet Metal Work

The very best for

ROOFING GUTTERS
VENTILATORS CULVERT PIPE

WE ALSO MAKE

Keystone Copper Bearing Black Steel Sheets

SEND FOR OUR ILLUSTRATED BOOKLET

UNITED STATES STEEL PRODUCTS COMPANY

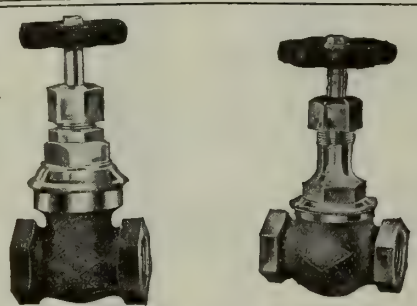
NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO



TRADE JENKINS MARK

Jenkins Bros.





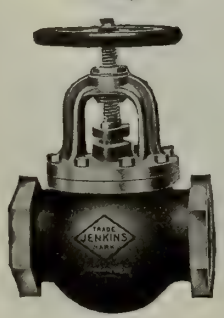




Why Should the Dealer Handle Jenkins Bros.' Valves?

Because they are recognized as the Standard wherever valves are used.
Because the dealer is able to reap the benefits of many years of advertising and missionary work by the manufacturer.
Because we never find a dealer with a stock JENKINS BROS'. valves which are unsaleable.
Because in building up a high-grade business it is easier to do it with high-grade goods.
Because when the salesman announces that he is selling "**GENUINE DIAMOND BRAND JENKINS BROS'. VALVES,**" he is not calling attention to an unknown or untried article.
Because the consumer specifies them in preference to cheap and inferior makes.
Because when the user specifies "**JENKINS**'" he always means the **GENUINE JENKINS BROS'.**



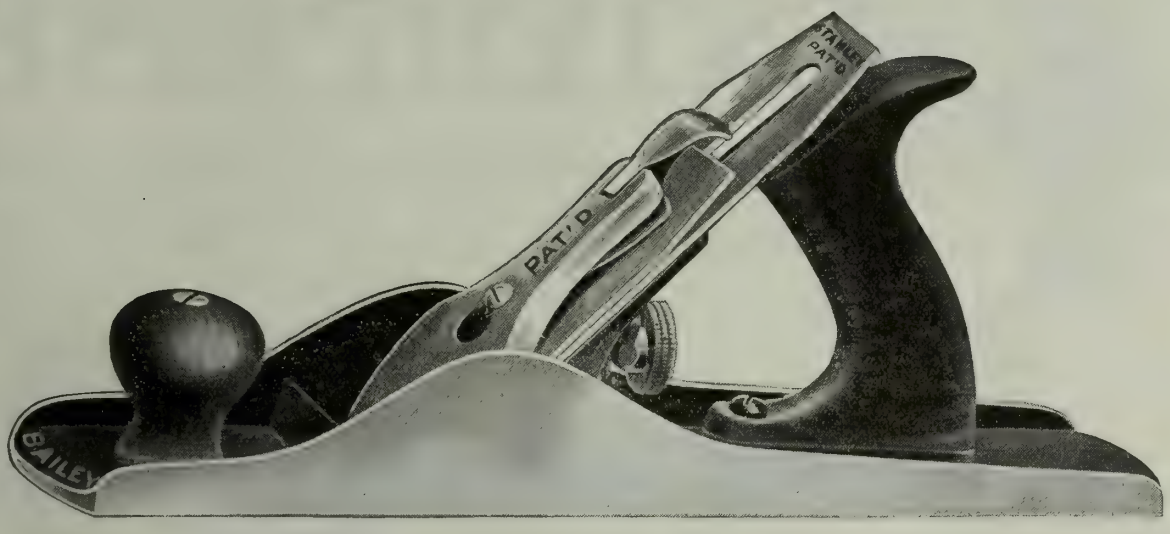


MANUFACTURED BY

JENKINS BROS., LIMITED

103 St. Remi St. - MONTREAL

Stanley Tools



BAILEY IRON PLANES

"Bailey" Iron Planes have been in use for nearly fifty years, and are the recognized standard for Planes of this type.

While retaining all the original features, many valuable improvements in construction, have been added from time to time. Only the finest materials and the best workmanship are used in their manufacture.

These planes are now made in our Canadian Works where we are prepared to make immediate shipment of all orders sent us.

Always insist that your order be filled with Planes made by THE STANLEY RULE & LEVEL CO., which carry with them a GUARANTEE backed by a Company that has been manufacturing Carpenters' and Mechanics' tools for over half a century.

STANDARD THE WORLD OVER

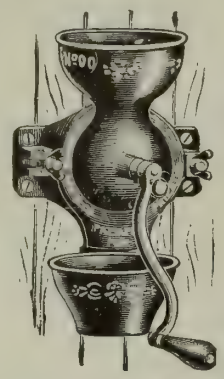
STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

If Quality Is your Motto, Sell

ENTERPRISE

Coffee Grinders, Meat and Food Choppers Sausage-Stuffer and Lard Presses, Etc.



Coffee Grinder

Every part of every Enterprise article is exceptionally well made of high-grade material and splendidly finished.

While these goods are of the highest prevalent quality you can sell them to your customers at a reasonable price and still reap a most desirable profit.

The Enterprise Sausage Stuffer, Lard and Fruit Press has a new Patented Corrugated Spout which prevents air from entering the casing. This insures the preservation of the sausage. **The iron cylinder is bored true.** The patented latch prevents breakage of plates. Instantly changed from Sausage Stuffer to Lard or Fruit Press.

Enterprise Meat and Food Choppers are made in forty-five sizes and styles—hand and power. They are the machines of the right-cutting principle—four-bladed steel knife revolving against the inner surface of a perforated steel plate. Does not mangle or mash—but cuts like shears.

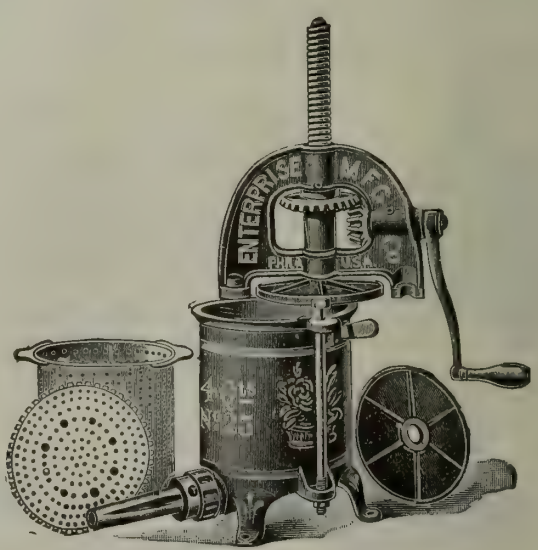
Enterprise Coffee Grinders are made in several different shapes, capacities and styles.

While articles illustrated are good sellers we have other lines just as good.

Our catalog covers complete line. Write for it.



Meat and Food Chopper



Sausage Stuffer and Lard Press

The Enterprise Mfg. Co. of Pa.

Philadephia, Pa.

29 Murray Street, New York City
176 N. Dearborn Street, Chicago, Ill.
530 Golden Gate Avenue, San Francisco, California

A Sample of the

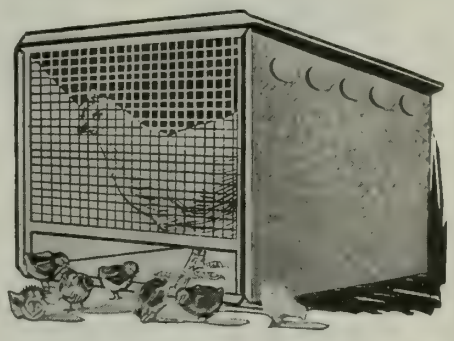
Tri-Angle Chicken Coop

In your store at this time of the year when you are not busy, will enable you to line up orders for Spring delivery when you will be too busy to demonstrate.

Tri-Angle Coops are all metal, and rat or weasel proof—this and the sanitary conditions mean that the Chicken loss will be cut 80%.

They are convenient to handle and easy to keep clean, and the price compares favorably with any other coops in the market.

Send $2.50 to Henderson & Richardson for sample.

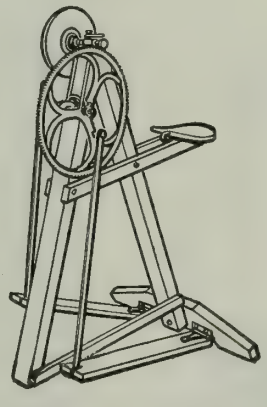


Tri-Angle Chicken Coops.

The "Star" is a strong well made Grinder that sells quickly to the farm trade.

It has a good, strong wooden frame. Note the **Extra Brace** connecting the front and rear legs; not supplied on other makes. Bearings are accurately drilled by jig, and in case a new part is needed at any time, the new part will work as well as the old one.

We use only first-class guaranteed corrundum grinding wheel, 6 x 1 wheel regular equipment, but other sizes can be supplied equipped with a very practical and adjustable tool rest.



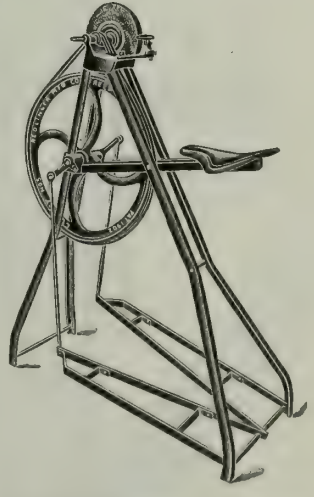
Star Grinder

Our "Climax" No. 5 Grinder

is first-class in quality and reasonable in price.
Runs exceedingly easy, because bearings are babbitted, as on a power emery wheel.

Our connecting rods cannot jump off the crank.
We use belt drive, which does away with all the rattle and noise of the chain or gear drive and yet retains all the power.

Seat is adjustable, assuring comfort for the operator. We use only high-priced corrundum wheels.

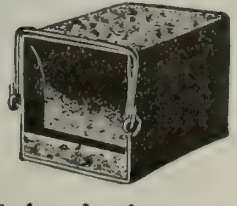


No. 5 Climax Grinder

The Tri-Angle Automatic Poultry Fountain

(Something New)

Is very simple and effective. Made of high grade galvanized iron. Cannot burst from freezing. Contents kept clean and free from filth. Will not overflow. May be warmed without danger of breaking. Chicks may drink their fill without any danger of drowning.
There is a good margin for profit on all these lines.



Tri-Angle Automatic Poultry Fountain

Henderson & Richardson

MONTREAL
CANADIAN DISTRIBUTORS

Manufactured By

Tri-Angle Mfg. Co., Freeport, Illinois

LUNDY SHOVELS

Made of open hearth crucible steel

Strap and blade point are exceptionally strong and durable

We have made a careful study of the strong and weak parts of other shovels and, in the "Lundy" we believe **we have a product that is without a near rival for strength and durability.**

We have taken great care in finishing so as to make our shovels attractive. We make them in three grades to completely meet the requirements of the trade.

If you cannot procure them from your jobber, write us. **We guarantee quick shipments and satisfaction.**





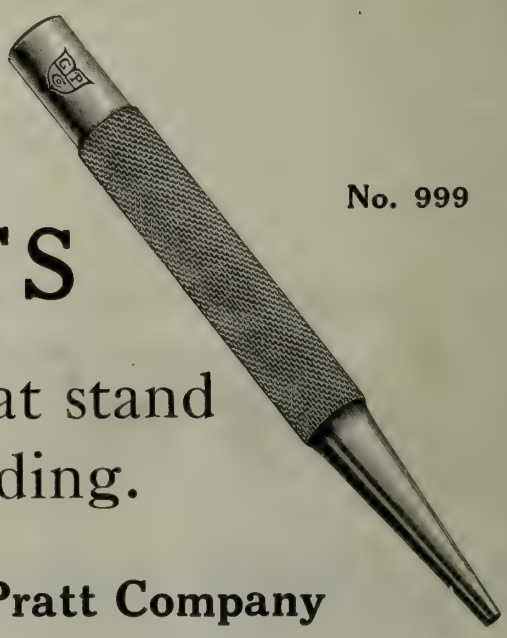
The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

Goodell-Pratt's NAIL SETS



No. 999



No. 990

The kind that stand the pounding.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

CORBIN

In the Path of the Earthquake



1 Douglas Building
2 Mills Building
3 Elkan Gunst Building
4 Davis Schonwasser Blg.
5 Monadnock Building
6 Fife Building
7 Hewes, David Building
8 Call Building
9 Garfield Primary School Building
10 Newman Levison Bldg.
11 San Marco Hotel Bldg.
12 Keystone Apartments
13 Robins Hotel Building
14 Bohemian Club Bldg.
15 Union Trust Co. Bldg.
16 Gunst Building
17 Balfour-Guthrie Bldg.
18 Children's Hospital Blg.
19 Yokohama Specie Bank Building
20 Spreckels A. B. Bldg.
21 Jewelers Building
22 Flood Building
23 Sherman Clay Building
24 Welch Building
25 Scottish Rite Temple
26 Anglo London - Paris Bank Building
27 Frederick Apartments
28 Lumberman's Building
29 King Solomons Hall Blg.
30 Odd Fellows Building
31 Grant Building
32 Mission Grammar School Building
33 Mechanics Institute Blg.
34 Merchants Exchange Building
35 Youths Directory Bldg.
36 Columbia Theatre Blg.
37 Orpheum Theatre Bldg.
38 Aronson Building
39 White House Building
40 Williams Building
41 Phelan Building
42 Temple Emanu El
43 First National Bank Blg.
44 Chronicle Building
45 Home Telephone Bldg.
46 Pacific Building
47 Post Office Building
48 Butler Building
49 Fairmont Hotel Bldg.
50 Sheridan Primary School Building
51 German Hospital
52 Bay View Grammar School Building
53 Central M. E. Church Building

Over 1400 buildings erected in San Francisco since the great earthquake, are equipped with Corbin Builders' Hardware supplied through our agents in that city. 53 of them are illustrated above.

P. & F. CORBIN
NEW BRITAIN, CONNECTICUT

P. & F. CORBIN
of New York

P. & F. CORBIN
of Chicago

P. & F. CORBIN
Philadelphia

A BOY'S WAGE, SLEWES OF OIL AND TROUBLE GALORE SAVED

WEEKS BROTHERS COMPANY, INC.
167 to 179 Richmond St.,
Providence, R. I., June 9th, 1912.

Magnolia Metal Co., New York, N. Y.

Gentlemen:—Magnolia Metal was first introduced to me in 1901 at the Nova Scotia Provincial Exhibition at Halifax, Canada. I was at that time engineer with J. G. Hamilton & Sons, Confectioners, Pictou and Halifax. We had a Sugar Pulverizer which ran 2,500 R.P.M., and we could not keep it cool. Had a boy stand all day with an oil can to keep it running. The Journals were 18 inches in length, Shaft 2 inches in diameter, bottom half cast in frame of machine. The night watchman and I after melting the old metal out with a plumber's torch and getting the shaft lined up, completed the job in about two hours. After that I speeded up the machine to 3,000 R.P.M., and we would fill the grease cups on Monday morning, and it would run 10 hours a day for a week without any care or attention.

I cannot say too much for Magnolia Metal. It is easy to pour and almost any novice can make a decent job. I wanted some hangers of a peculiar shape one time, and I got a piece of iron bar 4 inches by ¼-inch, and made them into the shape required with loops for the bearings and babbitted them with Magnolia. Both these jobs ran every working day and were in good order without any trouble at the end of four years.

I always specify Magnolia Metal for all my work.

Yours truly,
JOHN S. BELL, Chief Engineer.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

H&R ARMS Co

The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)



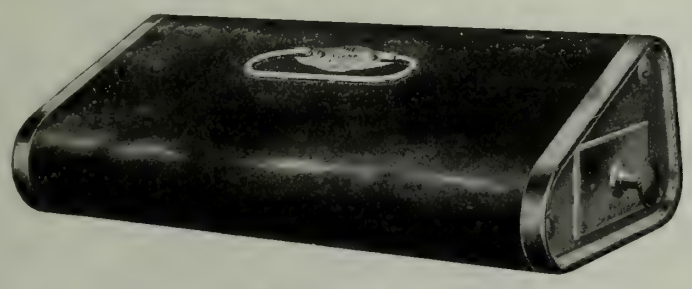
A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

Leading Hardware and Sporting Goods Jobbers can now supply. Ask your jobber for this pistol.

Harrington & Richardson Arms Company, 715 Park Avenue Worcester, Massachusetts, U.S.A.

CLARK Indestructible Steel Heaters



CLARK No. 7X HEATER

For use in automobile, wagon, sleigh or carriage in cold weather.

Show Good Profit to Dealers

These are the unbendable and unbreakable heaters that are advertised extensively to your customers.

There are no castings of any kind in Clark heaters.

These heaters are made in 20 styles and sizes, ranging in price from $1.00 to $10.00—something for every taste.

Clark heaters are not to be compared with the cheaply made, cast end heaters sometimes offered. Every Clark heater is made with a view to satisfying the purchaser.

When a Clark heater is sold it stays sold.

Practically all jobbers in Canada carry Clark heaters.

Write for new 1913-14 Catalog



ONE DOZEN BRICKS CLARK CARBON

CHICAGO FLEXIBLE SHAFT COMPANY

250 Ontario Street, CHICAGO

Give Them the Tough Job Test



"W & B Hercules" HIGH SPEED Twist Drills

The real test of a drill's worth is the quality and quantity of work it does between grindings.

"W & B Hercules" Twist Drills establish their long edge-holding qualities during any test you can put them to in everyday practice. They are made from High Percentage Vanadium High Speed Steel.

The tougher the job the better proof you'll have of "W & B Hercules" Drill efficiency.

Your Jobber or Dealer will supply you. If he is out of stock and you are delayed in getting your orders filled, write us direct.

Write for Catalog No. 82-G for complete details about our line of Twist Drills, Reamers and Wrenches

Trade W B Mark

The Whitman & Barnes Mfg. Co.

Established 1854

Factory and Office, St. Catharines, Ont.
Stocks carried at Winnipeg and Montreal

Trade W&B Mark

Make Satisfaction Double Sure By Selling Our

Quality Goods

We have everything the Plumber requires, and our prices leave a good margin for profit. Our guarantee is your safeguard. Your inquiries will receive prompt attention.





The Parmalee Pipe Wrench

The Wrench That Will Make Or Break The Tightest Joints Without Injuring Pipe or Threads.

This pipe wrench has no teeth, but has a grip that will surprise you. The best to use with galvanized, nickel-plated or brass tubing. Will save its cost in a very short time.



The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. West, TORONTO

We carry a complete line of Plumbers' and Engineers' Supplies.





Free Lantern Slides For Dealers

Dealers in all sections of the country have discovered that the use of lantern slides in the moving picture theatres is productive of more business.

We show above a set of four new, attractive slides which we have just issued for free distribution to all dealers who can use them to advantage.

Write us on your business letterhead if you can use these slides, and we will have your name and address placed upon a set and forward them to you without charge.

The popularity of

DISSTON
BRAND GOODS
Quality Guaranteed

makes it good business for a dealer to handle the complete line. They not only bring customers, but help to establish a permanent trade, for Disston Goods **satisy** the customer—and you know that **a** satisfied customer is the **very best** advertisement you can send out of your store.

We have other methods of helping the dealer, and we are always glad to co-operate in every way with him—write us.

HENRY DISSTON & SONS
INCORPORATED

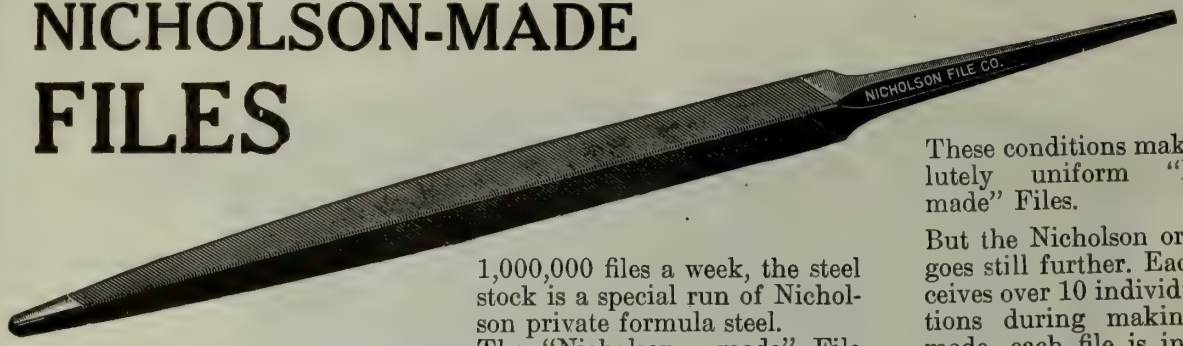
Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, U. S. A.

Established 1840

Reg. U. S. Pat. Off.

NICHOLSON-MADE FILES



DECIDEDLY the best files to retail are those of "even" quality — each file as like its predecessor as possible in its various features of cutting power, hardness and wear.

Dealers who carry "Nicholson-made" Files and Rasps have the benefit, without a penny of extra cost, of securing for their customers a high-quality article as unvarying as human forethought and skill can devise.

First, the steel is uniform. Owing to a consumption of over 1,000,000 files a week, the steel stock is a special run of Nicholson private formula steel.

The "Nicholson - made" File and Rasp Brands sold in Canada:

American Arcade
Globe Great Western
Kearney and Foot

are made from this special steel. They are uniformly cut, by means of special Nicholson machines. The files are heat-treated and hardened by a private process.

These conditions make for absolutely uniform "Nicholson-made" Files.

But the Nicholson organization goes still further. Each file receives over 10 individual inspections during making. When made, each file is individually hand tested. Quality is insured as well as uniformity.

Stock "Nicholson-made" Files. Without costing you or your customer an extra cent, they give your customer perfection of service, and maintain that perfection. You, as the dealer, participate in the continuous chain of sales of "Nicholson-made" Files to the one consumer. All jobbers sell them.

NICHOLSON
FILE COMPANY **PORT HOPE, CANADA**

40

Fast Sellers and Good Repeaters



NEW CENTURY

Agents:
W. L. Haldimand & Son
MONTREAL
H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

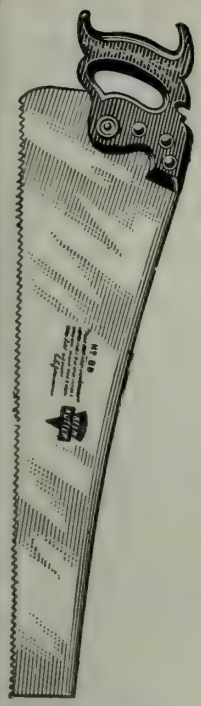
Catalogue mailed on request.

The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**



TRIPLE Your Sales



E. C. SIMMONS KEEN KUTTER TRADE MARK REG. CUTLERY AND TOOLS U. S. PAT. OFF.

Are you doing a nice, **quiet** little business?

Keen Kutter dealers who sell Keen Kutter Tools and Cutlery are doing a **big, lively business.**

KEEN KUTTER

Tools and Cutlery

will satisfy the most expert mechanic. The quality of Steel, Cutting Edges, Points, Handles and Temper—all of these essentials—must be absolutely right before any tool can bear the famous Keen Kutter Trade Mark.

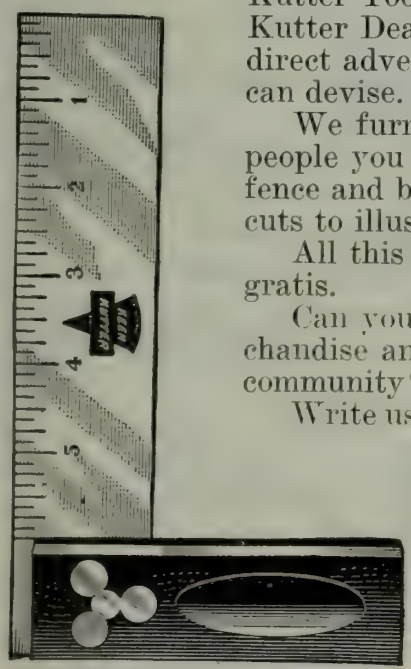
In addition to the unexcelled quality of Keen Kutter Tools and Cutlery we extend to every Keen Kutter Dealer who appreciates the value of local and direct advertising all the local assistance that brains can devise.

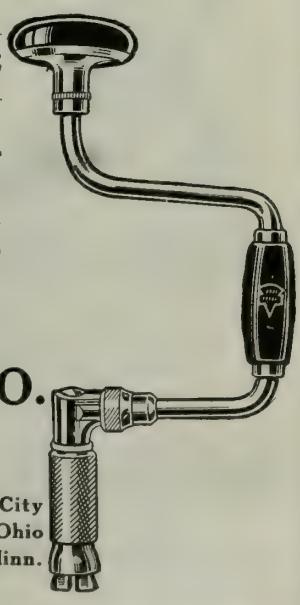
We furnish booklets and window signs that tell people you have the Keen Kutter things they want; fence and barn signs, street car cards, store cards and cuts to illustrate your local newspaper advertising.

All this help is given every Keen Kutter Dealer gratis.

Can you afford to do without Keen Kutter Merchandise and lose Keen Kutter sales possible in your community?

Write us—





SIMMONS HARDWARE CO.

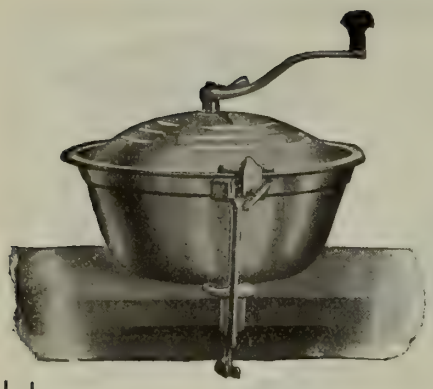
Incorporated

Manufacturers and Distributors

Philadelphia, Pa.
Sioux City, Ia.
Wichita, Kans.

St. Louis, Mo.
U. S. A.

New York City
Toledo, Ohio
Minneapolis, Minn.



A Seasonable Reminder for Dealers

An appeal to a Sanitary, Easy Method of baking at this season of the year is sure to bring results.

That is, providing you have an article in stock that will fulfill these requirements.

McClary's "Sanitary" Bread Maker makes baking a pleasure by removing the unsanitary, disagreeable method of kneading with the hands.

It is easily kept clean because its simple construction allows it to be easily taken apart.

The seamless bowl leaves no seams for the food to lodge in and eventually become delayed.

The article is right, the demand sure. Secure a stock immediately.

McClary's Ship Quick

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.

Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL WINNIPEG TORONTO

WHY take a Chance on increasing Your Trade?

The foundation, the life and the ultimate success of a business depends on the character of the goods sold. McClary's quality goods have established a feeling of absolute confidence and buyers patronize the store that sells them.

One particular line that has gained the confidence of all users is McClary's Pandora Range.



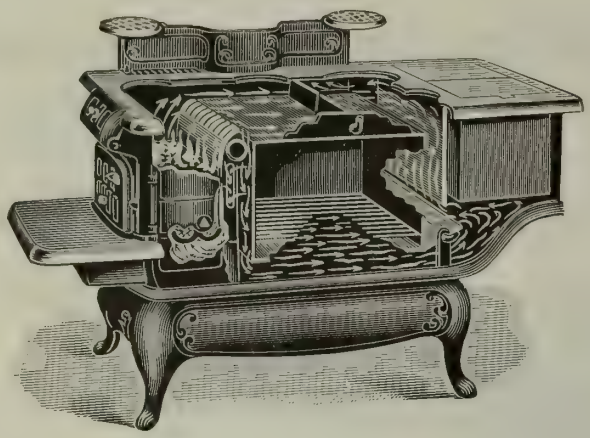
The Pandora is a Cast Range with many exclusive features.
The oven is thoroughly ventilated and constructed of heavy nickelled sheet steel—perfectly sanitary and will not warp.
The firebox has semi-steel linings, a material of exceptional fire-resisting qualities.
The Grates are of the triple triangular type—easy to operate and remove.
The flue construction forces the heat twice round the oven—this utilizes all the heat from the fuel.
Our booklet gives all details, and our nearest Branch awaits the opportunity of sending a supply for distribution to customers.

Write to-day.

MONTREAL HAMILTON
LONDON
TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER
SASKATOON
EDMONTON ST. JOHN,N.B



A Grouchy Customer

stood in a hardware store one day. He came in to buy some nails, but the dealer didn't have just the sort he wanted. He stamped around, snorted some remark, and was just going out when his eye caught sight of a handsome stove, standing just to one side of the door. It looked so good, so well constructed, that his interest was aroused.

"What sort of a stove do you call that," he demanded.

"That sir is the "Supreme" and the dealer went on to explain about the improved fire travel, to tell him about **the guaranteed 50 per cent. saving in fuel.**

That evening he returned with his wife to see the "Supreme." They bought the stove and subsequently many other things.

Now the point is; that man was about to leave the store, dissatisfied, probably never to return. And the Supreme Prestige wooed him back into a good temper, and made him a permanent customer.

Let it do the same for you! It pays you a handsome profit for doing so.

So write for particulars to-day.

The Supreme Heating Co., Limited, Welland, Ontario

"The Empire Line"

"STOVE TIME" is here, and the wideawake dealer is handling a line that not only *brings* trade, but *holds* trade.

The best business getter on the market to-day is the

"EMPIRE STEEL"

Made with highly polished steel body, heavy nickel plate dress and our artistic tile or black high closet. Excels as a baker, economcial in fuel, burns wood or coal—Heavy reinforced oven, quick heating reservoir.

Sizes—18 and 20 in. over, 9 in. covers, square reservoir, tea shelf or high closet.



Canadian Heating and Ventilating Co., Ltd.
OWEN SOUND, CANADA

Winnipeg
521 Henry Avenue

Vancouver
1059 Hamilton Street

A HEATER FOR EVERY PURPOSE AND PURSE
$3.00 to $40.00



The demand for *Heating Stoves* is by no means over.
No matter what kind or style you may be asked for, we have them in stock and can ship the same day we receive your order. WIRE YOUR REQUIREMENTS. WE WILL NOT DISAPPOINT YOU.

FINDLAY BROS. CO., LIMITED
CARLETON PLACE, ONTARIO and WINNIPEG

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ce ilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us givin g name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

Head Office: PRESTON, ONTARIO

PEASE IDEAL STEAM BOILERS

Write to-day for Catalogue and Prices.

Pease Foundry Company
LIMITED

Works: Brampton. Head Office: Toronto.
Branches: Vancouver, Winnipeg, Hamilton, Montreal.

No. 100 SPECIAL PACKING HATCHET



For Box Makers or Shipping Room Use

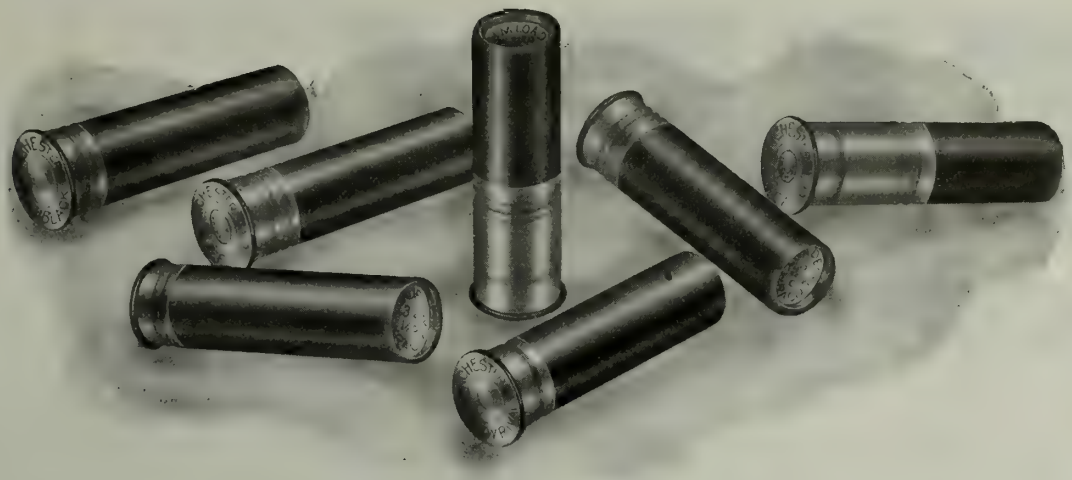
Has strongly reinforced handle, 50% stronger than wood. Checked hardened head and nail pull milled to an edge for barrel use.

This is one of eleven different styles of the hatchet, "with the handle that will not break," made under the "BUR-NOR" Trade Mark.

Ask your Jobber to-day.

Burgess-Norton Mfg. Co.

Geneva, Ill., U. S. A.



WINCHESTER

FACTORY LOADED SHOTGUN SHELLS

The W Brand
Will Make Satisfied Customers For You

It's an old but true saying that a satisfied customer is a merchant's best asset. Give a man a good article at the right price and his trade is yours.

When it comes to selling shotgun shells, the Winchester line is the one you can bank on for pleasing your trade every time. The line is not a new one, but is well and favorably known throughout the provinces. Feature it and you will see your sales grow and your list of satisfied customers increase. That has been the result in other sections and it will be in yours.

There is good business in every town for the dealer who stocks the Winchester line of shotgun shells. Why not get your share? Your jobber can fill your orders promptly.

THE QUICK SELLING W LINE

"Leader," loaded with smokeless powder—the red shells with the Winchester Patent Corrugated Head. A very high grade shell.

"Repeater," loaded with smokeless powder—the yellow shells with the Winchester Patent Corrugated Head. A highly satisfactory, moderately-price load.

"Nublack," loaded with black powder—the yellow shells with the Winchester Patent Corrugated Head. A clean, fast and strong-shooting shell.

"New Rival," loaded with black powder—the blue shells with the Winchester Patent Corrugated Head. A high grade load; like the "Nublack," except in color and style of head.

Made and Loaded Only By The

WINCHESTER REPEATING ARMS COMPANY

New Haven, Conn., U.S.A.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
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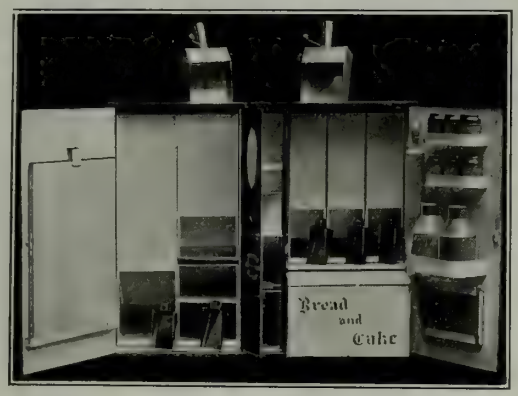
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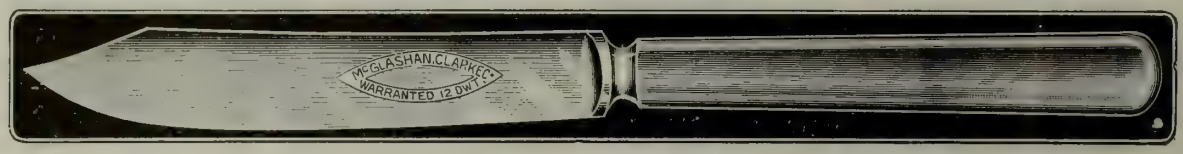
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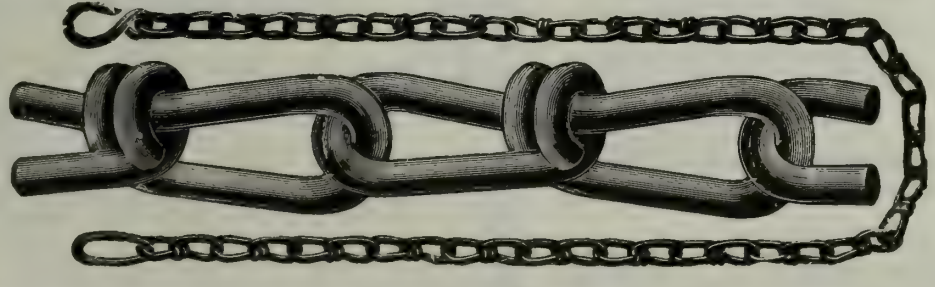
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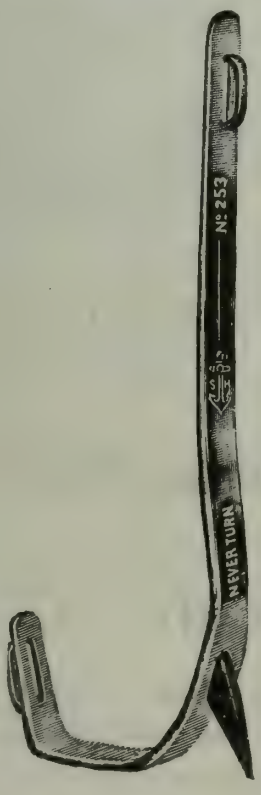
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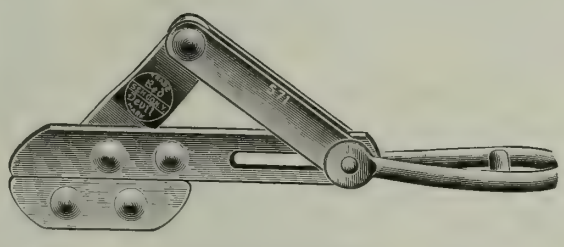
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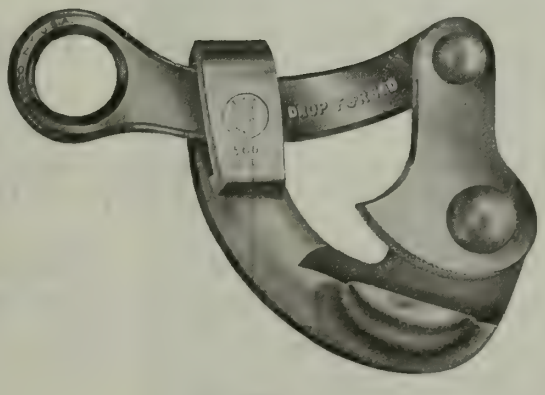
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They leave painted and polished surfaces with the "sheen" so much appreciated by particular housekeepers on waxed floors.

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Circular shape, retail $1.00
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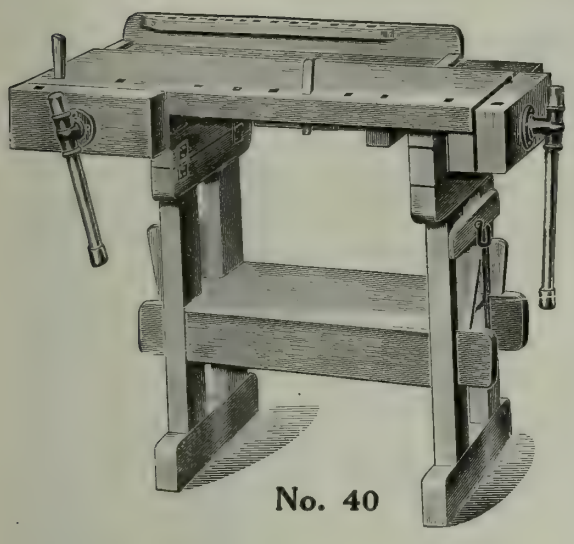
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No. 40

Our Benches are made from Michigan hard maple, with double tongue and grooved tops. Easy working well made vises.

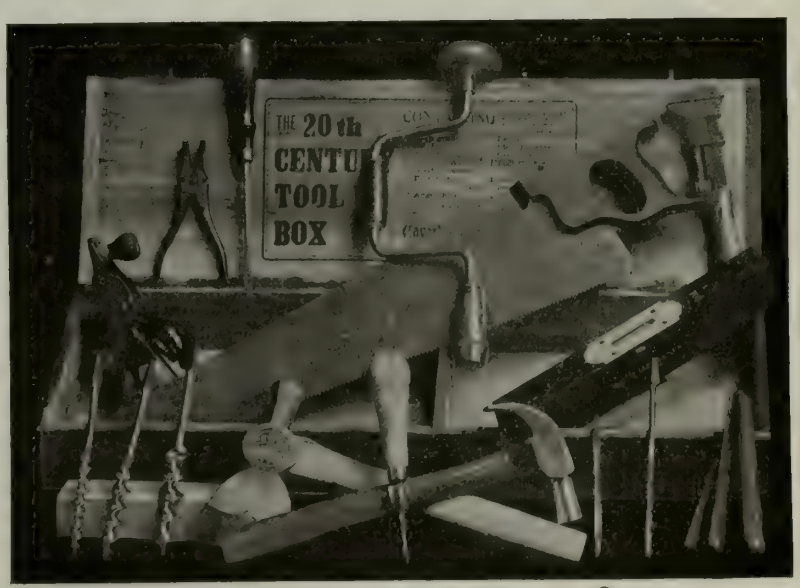


No. 42

Fine oil finished throughout. These Benches have been approved of by the different School Boards for use in their manual training departments. A most serviceable gift for the home, which will sell on sight to the man who has a hobby for making fine furniture, or who has a boy with the same leaning.

20th Century Tool Chests

A complete set of tools sold at a reasonable price for use in the home, or around the barn on the farm. We also have a fine small English set of tools, in a neat varnished case.



CAVERHILL, LEARMONT & CO.

MONTREAL

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Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

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570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, DECEMBER 6, 1913. No. 49

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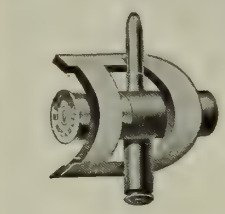
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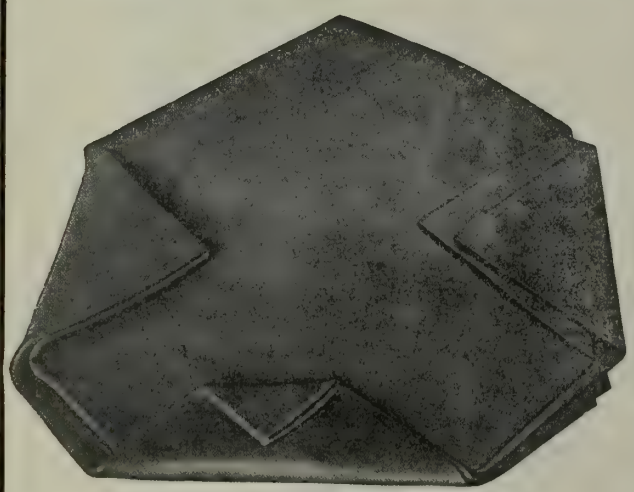








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A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXV. DECEMBER 6, 1913 No. 49



A view of the store of Birnie Bros., Medicine Hat, taken from the front of the mezzanine floor.

Modern Ideas Embodied in New Store

Birnie Bros., of Medicine Hat, Have New Structure Erected in Record Time—Four-storey Building, Designed for the Hardware Business — A Complete Description of the Store and Its Equipment.

BIRNIE BROS., hardware merchants, of Medicine Hat, Alta., have established two records. First, they have built one of the finest hardware stores of its kind in the country; and second, they have built it in record time.

In the spring they were burned out, their store being completely destroyed in a serious conflagration. In May of this year they were preparing plans for a new building. On Friday, November 21, they threw the doors of the new store open and admitted the public to a completely finished and splendidly stocked hardware store. As was said before, this constitutes a record.

The new home of Birnie Bros. is an imposing four-storey building, situated on Main Street, a few doors from the City Hall. It was designed particularly for the hardware business, and contains many original and highly commendable features. In many respects it is a model store. A complete description will, therefore, be of practical interest.

The front of the building is planned to admit a maximum amount of light. Two large show windows flank the main entrance. These run up the ordinary height of a show window and above that is one long stretch of glass, from side to side. This gives a double tier of show windows. The upper part gives light to a mezzanine floor and is used for the display of stoves the whole year around, the mezzanine floor being used as a stove department. The storeys above have large windows.

The building has a frontage of 37½ feet and a depth of 123 feet. The front is of grey brick finished in oak. It is attractive in the extreme.

Within the Store.

On entering the store, one's first impression is gained from its extreme loftiness. In order to give full room for a mezzanine floor, the ceiling has been carried to a most unusual

OPENING OF NEW STORE.

On Friday, Nov. 21, the store of Birnie Bros., Medicine Hat was thrown open to the public. Large crowds attended the opening and were impressed with the size and completeness of the establishment. As all who read the accompanying article will see, it is one of the most practical and complete hardware stores in Canada.



A view of the main store on the right side on entering—This department is devoted to cutlery, silverware, etc.

height, as the accompanying illustrations will show. Lofty pillars, running along the centre of the floor, run up to the metallic ceiling and give an air of dignity so often lacking in the retail store.

The second fact that impresses itself on the visitor is the general air of roominess. There seems plenty of open space on all hands. Nothing is crowded. And yet an unusually large stock is carried.

This great advantage is gained by the introduction of what may be termed the modern idea in store arrangement. The old style wooden counter has been practically eliminated. Instead, the store is equipped with eleven glass "silent salesmen." supplemented by five small oak wrapping counters, placed at advantageous intervals. Thus the goods are displayed in the best possible way, the sales staff have every convenience and yet the store has a lighter, roomier and more attractive appearance. Before passing on, it may be explained that the show cases are of oak and plate glass and each one is equipped with electric lights.

The impressions mentioned are strengthened materially by the general excellence of the fixtures and arrangements. It is not often that the word "artistic" could be applied to a hardware store, but in this case the use of the word would be quite justified. The fittings are all in oak and certainly expense has not been spared in a single instance. Wherever possible the shelving and wall cases have glass fronts.

This view gives a splendid idea of the elaborate scale on which the store fixtures have been designed. The large wall fixture to the right is of oak with glass front and back with glass shelves. It is used for the display of the best grades of silverware goods, coffee percolators, chafing dishes, brass goods, etc. The articles thus displayed show up to splendid advantage.

Cases on an almost equally fine scale will also be noted farther back on this side of the store. They are used for gas fixtures, enamelware and other lines of household goods.

Note the wide aisle space giving an appearance of roominess that will appeal highly to the shopper.

Sporting goods have the space between the stairway and the wall at the rear. Guns are shown in a large, glass-covered case.

This is demonstrated in the wall cases to the right on entering. A large oak case, built out some distance from the wall runs from the immediate front of the store back some twenty-five feet. This has an almost unbroken glass front and is equipped with glass shelves. It is used for the display of silverware, brass goods, coffee percolators and other lines of the highest quality. In front of this case are two silent salesmen used for the most part for the stocking of cutlery.

The wall cases next in order are devoted to gas fixtures, globes, bathroom accessories, enamelware and other lines of household goods. A number of these cases have glass fronts.

Against the stairs, on the right hand side and facing the enamelware section, is a long glass wall case containing guns and sporting goods of all descriptions.

Centre is Kept Clear.

The centre of the store is kept comparatively clear. Except for a few samples of washing machines, baby carriages, etc., the space is kept unencumbered.

Well towards the rear and centrally located is a broad stairway leading to the mezzanine floor.

The Tool Department.

To the left, on entering the store, is the tool and shelf hardware department. The shelving is run clear to the balcony and presents an opportunity for the stocking of a wide assortment. There are no fewer than eleven rows of boxes from ledge to ceiling. Samples are attached to each box and the same idea is followed out in the large drawers below the ledge. Hatchets, large ham-



A view of the right side, which gives an idea of the good use made of the mezzanine floor — Household goods are shown at rear.

mers and so on are attached to the drawers where they are stocked. Silent salesmen in front of this department contain samples of fine graded tools, rules, tapes and so on. One of the wrapping counters on this side of the store, has weighing apparatus and cash register.

The Paint Department.

Paints are kept in the space between the wall and the stairs on the left side of the store. The high expanse of shelving makes it possible to carry a thoroughly sorted stock of paints and specialties.

The Mezzanine Floor.

The mezzanine floor runs around on all four sides, with a high railing along the front and both sides. It is approached by the handsome, oak-trimmed stairway already referred to. Directly at the head of the stairs are the offices. As will be seen in the illustration the offices are most capacious and light, private offices being provided for the executive heads and managers.

Unique Arrangement of Stoves.

The rest of the mezzanine floor is given over to the stove department, a unique and highly commendable arrangement. The stoves are placed in a single row along the walls, so that a wide space is left behind the stock and the railings. Thus there is every opportunity to inspect any one stove thoroughly. The front of the mezzanine floor is glass, showing on the street, thus providing the upper tiers of show windows already referred to where stoves are placed on display.

This illustration gives a particularly good view of the right side of the main store and the mezzanine floor above.

It is worth noting that special prominence is given to the natural gas stoves. Each stove is given plenty of space so that it could be inspected and examined easily. The mezzanine floor is not used in any sense as a storeroom for extra stock as is done in so many cases. It is given over solely to the stove department.

The advantages are demonstrated here of using "silent salesmen," and small wrapping counters instead of having a continuous line of counter from front to back of the store. A more roomy appearance is given, the goods show to better advantage, salesmen have less difficulty in getting around and, in some cases, customers can personally examine the stock.

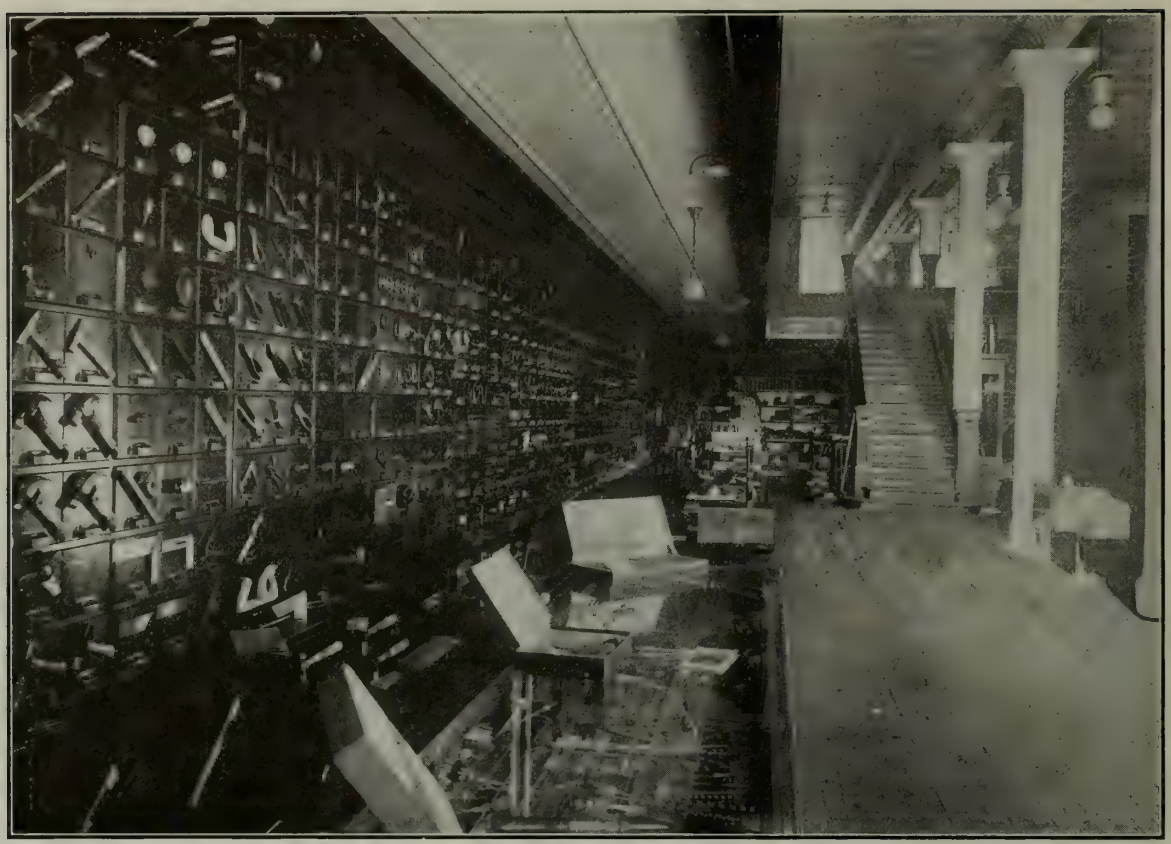
This arrangement of the stove department appears to be a happy solution of a problem which has vexed, and is still vexing, many hardwaremen. It is acknowledged that stoves cannot be shown on the main floor of the store to best advantage, and there is the additional objection that, to do his best work, the stove salesman must get his customer away where there will be no counter attractions and interruptions.

At the same time, there are a certain number of objections to putting the department on the second floor. Except in stores where the facilities are of the best, the showing of stoves on the floor above the store means that there will be a certain amount of trouble in getting customers upstairs. This does not apply in many cases, but undoubtedly this consideration has kept some dealers from making a separate department for their stoves.

The solution found by Birnie Bros. is in a sense a compromise which has all the advantages without any of the disadvantages. The mezzanine floor should be an ideal spot for the stove department.

Hardware Showrooms.

On the third floor are warerooms and a showroom for builders' hardware. Here also is a blacksmiths' tools department. In the front end of this floor offices have been arranged for the Birnie Lumber Co., now of Calgary, but which is to be removed to Medicine Hat.



A view of the tool department, with paint at the rear—Note completeness of equipment in every respect.

On the fourth floor is the tinshop, occupying the rear section. The front is devoted to stoves, ranges, enamelware and surplus stock. A packing and sorting room is also located on this floor.

The Basement.

The building has a full concrete basement, which is used for the storage of fittings, brass goods, plumbing goods, glass, paints and oils. The supplies of oil are kept in steel tanks below the basement, the Bowser system being used. Under the alley in the rear of the store is a 1,000-gallon gasoline tank.

Thoroughly Up-to-Date Equipment.

The long experience of the two members of the firm went into the planning of the store. It is undoubtedly one of the most complete and practical of hardware stores. The same ripe experience was brought to bear on the equipment, with the result that in this respect, the building is complete in every sense.

It is fireproof throughout. Each floor has a reel of hose and an automatic sprinkler system is being installed. The floors are of mill construction or what is known as laminated. They consist of 2 x 6 joists laid edgeways and spiked together.

A vault system has been installed. It extends up through the five storeys, giving access from each floor and extending through the roof. It is used as a base for the large tank for the sprinkler system.

This view is a particularly good one of the tools and shelf hardware department.

The plan of showing samples on outside of boxes is here carried out in the most complete degree. Note the showing of axes, hammers, etc., on drawers below the first ledge.

Note up-to-date scales and cash register in use.

The paint department is at the rear on this side of the store, being situated between stairs and wall. This situation is advantageous from every standpoint.

The same plan is followed here of using glass showcases and small wrapping counters.

Note the clear approach to stairway at rear, leading to offices and stove department on the mezzanine floor. No difficulty would be presented in getting customers to ascend to the next floor.

All windows in the building are constructed with steel sash, set into the brick work with wired glass.

The heating plant is located in the basement. The vacuum vapor low pressure steam system is used. It is regulated automatically.

The lighting facilities are of the very best. The main store is lighted with 56 incandescent lamps besides four large gas arcs of 400-candlepower each, which are suspended from the upper ceiling.

An elevator with carrying capacity of 2½ tons serves all floors in the building.

Cloak rooms, closets and lavatories are provided on every floor.

The building as it stands has a floor space of 25,000 square feet. Together with the lot, it represents an investment of $85,000. The stock carried would inventory at the same figure, making the total investment $170,000.

The Executive Heads.

The members of the firm are Leslie Y. and Edwin R. Birnie. L. Y. Birnie is the manager of the business. G. C. Ford is the chief accountant and T. Elder is head buyer. Nat Conners is in charge of the plumbing department, and E. L. Cope of the sheet metal shop.

Altogether the business gives employment to 53 men.

As stated before, the store was erected in record time. A representative of Hardware and Metal was in Medicine Hat in May, and at that time the plans for the new structure were not complete. The expedition with which the building operations were put through is typical of the Western spirit of progress.



A view of the general offices of Birnie Bros., which are situated on the main floor at the head of the stairs —They are most completely equipped in every respect.

During the time that the store was in course of erection the business was continued in temporary quarters.

Birnie Bros. have every reason to be proud of their store, for it combines advantages of a rare order, and presents many distinctly original ideas. It is first, last and always, practical. In every respect it is designed to facilitate the transaction of business and add to the service offered the public.

It may be added that the erection of this store is but a further proof of Western enterprise. The hardwareman of the West is progressive to the last degree, and all through that section of the country stores are springing up of great size and importance.

Birnie Bros. have provided ample space for their office staff, as the above photograph shows. The offices are on the mezzanine floor, directly at the head of the stairs. Private offices occupy the space along the wall for the use of the executive officers, while the general offices are open. This floor is extremely light, both the back and front being of plate glass. In this way there is a clean sweep of light.

The offices are conveniently located in that they are of easy access to the store and at the same time are far enough away to give quiet and a certain immunity from interruptions.

As will be seen from other views of the store, cash carriers have been installed which makes constant communication between the sales staff and the office less necessary.

The front of the mezzanine floor, on which the offices are located, is given over entirely to stoves.

SIR WILFRID WILL ATTEND.

On Monday, November 24th, a delegation of the Canadian Hardware Manufacturers' Exhibitors called upon Sir Wilfrid Laurier for the purpose of tendering him an invitation to join them at one of the lunches during Exhibition week at Ottawa. Sir Wilfrid has been gracious enough to accept the invitation, and unless something unforeseen should occur, will be present.

The Association are indebted to J. A. Beaudry of Le Prix Courant, Montreal, for securing the appointment with Sir Wilfrid Laurier for the delegation which consisted of Messrs. M. R. Griffith, Toronto, Ont.; T. D. McFarlane, Ottawa, Ont.; Chas. A. Smith, Ottawa, Ont.; Geo. B. Dowswell, Hamilton, Ont.; Chas. E. Stewart, Woodstock, Ont.; F. M. Tobin, Woodstock, Ont.; J. A. Beaudry, Montreal, Que.; T. C. Hickman, Ottawa, Ont.; W. M. Connor, Ottawa, Ont.; B. D. Blackwell, Toronto, Ont.

A meeting was held of representatives from all manufacturers exhibiting from Ottawa, and the members of the Exhibitors' Association attending Ottawa. A committee was formed as the Ottawa Entertainment Committee to act with B. D. Blackwell, the Exhibitors' Association Chairman. T. D. McFarlane is the Chairman of the Ottawa Committee.

From the interest shown and plans proposed for the necessary arrangements, it is evident that matters will be well handled for the success expected at Ottawa.

Hamilton, Ont.—The Osler File Co., who do file re-cutting and rasping, will double their capacity in the near future.

Perth, Ont.—James & Reid will shortly instal a dynamo in their manufacturing establishment, so that the entire plant and hardware store can be lighted.

Montreal, Que.—Sir Percy Girouard says that the Armstrong Whitworth Co., whose plant is nearing completion at Longueuil, Que., will make only a high grade of steel for commercial purposes.

HARDWARE AND METAL

VOL. XXV. No. 49 Toronto, Canada, December 6, 1913 Two Dollars per Year

PLACE TAX WHERE IT BELONGS.

AN EDITORIAL which appeared a few weeks ago in this paper on the relation that the circulation of large newspapers bears to mail order buying, has created a wide degree of interest and has stirred up considerable comment in the daily press. Newspaper publishers are beginning to realize that the circulation of metropolitan dailies at a low rate is not only inimical to their own interests, but also to the retail interests, inasmuch as a stimulus is given to mail order buying in this way.

The following from the Brantford Expositor is typical of the attitude taken by all newspapers, exclusive of the large city dailies:

> Intimation has been given that the Canadian Government may increase the rate of postage on newspapers, and in consequence the majority of Canadian publications are seeking to have this additional taxation, if it comes, placed chiefly where it properly belongs. This is upon the publishers of certain daily newspapers who carry on what is practically a mail-order system, selling their publications outside at slaughter prices. In other words, they get $3 to $5 a year in Montreal, Toronto and Winnipeg, but sell in other cities at from 50 cents to $1 a year. These newspapers are largely supported, if not owned, by the owners of the big department stores, and thereby conduct what is practically a mail-order business. The question of postal rates on this class of matter is consequently one which affects not only the publishers of all newspapers other than those above indicated, **but also retail dealers generally throughout the country.**

The last clause is one of deep significance. The retail merchant has a distinct interest in the proposed rearrangement of the postal rates on second-class matter. Anything that tends to increase the circulation of metropolitan newspapers outside of their natural territory will give the mail order houses increased opportunities of bidding for trade.

THE LATE WILLIAM VALLANCE.

IT IS WITH the deepest regret that Hardware and Metal records in this issue the death of William Vallance. Of latter years, Mr. Vallance had been called the "Dean of the trade," a title which was rightly his by reason of the fact that he had been engaged for sixty years in hardware business, working his way up from office boy to the head of one of the largest and oldest wholesale hardware houses in Canada. He was genuinely liked and admired by hardwaremen from one end of the country to the other. His death will be regarded as an irredeemable loss to the trade.

The late Mr. Vallance was a hardwareman in the fullest sense of the word. He devoted himself exclusively to the management of his business and as a result he knew the hardware trade from the ground up. It is said that he could walk through store or warehouse and almost instinctively notice if there was anything wrong or lacking.

He began as a retail salesman, going out on the road when travelling was done largely by stage. Those were the days of high prices, slow turnovers and long credits. Then he was appointed buyer and finally became a member of the firm. Thus his experience was wide and all-embracing. He had served in every branch of the trade.

Possessed of indomitable will and immense capacity for detail, allied with shrewdest judgment, he took rank with the ablest of Canadian business men.

The life of William Vallance can well serve as an example for the young man of to-day. A life of unflagging perseverance, of strict adherence to duty, of strong ambition, of personal rectitude and unswerving fidelity to the best and highest ideals; what better example could be held forth?

SELLING REVOLVERS IN MONTREAL.

REFERENCE is made elsewhere in this issue to the resolution formed by the authorities in Montreal to strictly enforce the laws with reference to the purchase and carrying of offensive weapons. The necessity has been felt as a result of the many shooting and stabbing affrays which have occurred of late.

The regulations put into effect will undoubtedly have the effect of diminishing the number of revolvers sold in that city. Whether it will prove a hardship to the hardware trade in that respect remains to be seen, but the chances are that the volume of sales of the reputable hardware dealer will not suffer. The regulations are aimed at the second-hand stores and pawnshops, inasmuch as it has been proven that the weapons which figured in all recent shooting affrays had been purchased from stores of that order. In fact, it is not improbable that the hardware trade will benefit. A man who is sufficiently desirous of procuring a revolver to go to the authorities and secure a permit is most likely to buy a new one. Whereas he might have been content with a second-hand revolver, he is more likely now to get a good one. A larger percentage of the business, therefore, should come to the hardwareman.

The retail hardwaremen should take pains to follow out the instructions issued to the letter, as it is quite apparent that the authorities are in earnest about the enforcement of the law.

THE HOME STRETCH.

It is not yet too late to launch a "double-your-holiday-trade" campaign. Christmas is only a month away, but that month will see your sales reach the high-water mark. To surpass your 1912 record should not be a difficult task because you have the experiences of last year to guide you in avoiding the mistakes made then and in doing those things which you ought to have done last year, but didn't. That, however, is not enough. The thing to do is to adopt new tactics, enthusing your staff and organizing all your resources with the end in view of realizing to the fullest extent the possibilities of December trading. Systematize your campaign and get the co-operation of the whole staff in this preliminary work. Then with the month's work planned ahead and everybody full of enthusiasm, you will go into the strenuous home stretch of the 1913 race for business and finish so far ahead of previous performances that the exultation will carry you into a year of unprecedented accomplishment during 1914.

POINTED EDITORIALS.

Get on the job, Jack Frost!

* * *

Just eighteen more days.

* * *

Initiative and determination are strong factors in the retail business.

* * *

A window trim should be perfect from the viewpoint of the public. Careful attention to details will give this effect.

* * *

Stove manufacturers and dealers are hopeful of a sudden turn to cold weather. Business would certainly be very materially improved thereby.

* * *

One hardwareman reports sales of Christmas lines to date totaling close to two hundred dollars. There's nothing like an early start.

* * *

If cold weather does not set in soon, a lot of business will be lost to the retail merchant. There is a certain share of business which, if not done before Christmas, is never done.

* * *

There has been a heavy sale of typically Christmas lines to merchants. Apparently the partial depression in some lines of business is not going to hurt the Christmas trade.

* * *

The swat-the-fly movement has created a lot of inventors with new kinds of swatters. One is worked by a compressed air system; another is in reality a pair of tweezers which enable one to nip flies by the dozen by the simple process of reaching out for them.

* * *

During the Christmas rush there will be little time available for the preparation of copy. To assist the busy merchant, Hardware and Metal will run a series of advertising suggestions in each issue. Two suggestions appear in this number.

The Business Situation

IT has been said that the only reason for panics and periodic depressions is a purely psychological one. Doubts are bound to arise in the mind, first resulting in a greater degree of caution in certain circles, which in time leads to retrenchment. Drawing in of lines in some industries forces others to adopt similar measures. Talk arises, the retrenchment becomes general; and a depression is the inevitable outcome. This lasts until the normal condition of business reasserts itself, when the depression vanishes like night mists before the rising sun.

It would be sheer blindness and fatuity to contend that the condition of business in Canada at the present time is entirely satisfactory. Money has been tight all year and is still none too plentiful. In some lines the volume of business has not shown the normal increase. This has not been noticeable in hardware lines, the trade having come through a trying year with flying colors. At the same time it is quite within the facts to state that there has been an improvement and that the outlook for the new year is good. There is no room for pessimism in Canada to-day.

The only thing that could keep the country from throwing off the fetters of hampering conditions at once would be the continuance of a certain pessimistic note that has crept in. There is too much proneness when men get together to discuss the rumor that a certain factory has closed down, to talk over the estimate of some gloomy statistician that so many thousand men will be out of work during the winter, and so on. Too many men have fallen into the habit of shaking their heads and blindly accepting worthless opinions and ill-founded information. Unless this attitude maintains a spirit of retrenchment beyond the time when retrenchment is necessary or advisable, the New Year should start out with every prospect of a complete return to nation-wide prosperity.

There is every reason to look for a betterment of conditions. The crop was an exceptionally good one and the agricultural classes should have plenty of money to spend. The influx of immigration during the past year has been heavy. Financial conditions have been improved by the complete or partial settlement of the events which brought about the tightness of the past year. The Balkan situation has simmered out, U. S. business men have practically recovered from their fear of the effects of the tariff reductions, the Mexican situation does not seem as likely to lead to complications. Causes of friction and uncertainty seem to be smoothing out.

It must not be expected, however, that the improvement will come immediately. It will be gradual and care should be exercised to prevent the slowness of the change from leading to continued uncertainty and pessimism. A cheerful and confident outlook is an asset that all Canadian business men should acquire at once.

Display by C. H. Smith, with J. H. Ashdown Hardware Co., Calgary.

Behind the Window trim



The Display Man Must Make His Work Complete to the Last Detail—The Construction of a Display is a Determining Factor in the Business-getting Qualities of a Trim—A Suggestion for a Motion Device Suitable to the Season.

THE big thing behind the modern play is its realism. To the audience on the other side of the footlights, what happens on the stage seems real because it simulates the real thing to the last detail. A stage courtroom is a courtroom in miniature without a detail missing; a stage forest is as much like a real forest as man can copy the work of nature. The action is carried on openly and realistically without any of the mechanical devices obtruding. When Peter Pan floats from the stage on wings, to the audience he actually flies; there is no outward evidence of the clever mechanical device by which the flying is accomplished.

If the transformation scene in Faust were carried on in full view of the audience, the awe which greets the sudden change from a crippled greybeard to a handsome gallant would be lacking entirely. The scene would be robbed of its reality and shorn of its effect.

Suppose the audience could see the stage "supe" beating a metallic sheet at the wings to produce the sound of thunder! It would not sound like thunder to them, if they saw how it was accomplished.

The rule which thus applies to the stage—that the public must see only the finished effect and not anything of how it is done—applies with equal force to window decorating. The display man aims at a certain effect but in achieving it, he must be careful that the critical passing public sees only the effect and not the means by which it has been obtained. The devices adopted to arrange materials in a certain position and to make them stay as arranged, if discerned, would ruin the whole effect.

Nothing is more unattractive than a display which lets the onlooker see "behind the trim." Some little time ago a clerk in a certain hardware store planned a window display on an unusually elaborate scale. He carried out the idea, although he found himself sadly cramped for time before he had finished it. On that account he scrimped things a little here and there, failing to entirely conceal the forms, with which he had built up the window, in several places and making a number of other errors of omission on the same order. The finished result was a distinct disappointment to him.

After it had been in a few days, the trimmer's disappointment became acutely confirmed. The window had failed to create much interest. People stopped, looked at it for a moment or so and then passed on. So he got a brother window trimmer, engaged in the largest dry goods store in town, to look it over and see what was wrong.

"Your idea was good," said the latter, "but you carried it out in most slovenly style. See here: several inches of bare, rough board are sticking out in that corner. The nails show everywhere. I suppose you think that safety pin in the folds of the bunting does not show. It fairly hits you in the eye. A coat of varnish on the edges of the background would have made a great improvement.

"As I said before, your idea is great, but your execution is very bad. Let me tell you the neat working out of details is the most important part of window trimming. A brilliantly original idea, worked out carelessly, is far less effective than a commonplace one artistically executed."

Planning the Display.

Inasmuch as it is so highly necessary that the public should not be allowed to see "behind the trim," the work on a display which does not show is of double importance. A trim must be so planned and carried out that no difficulty will be experienced from that source. Many a trim is spoiled because it is not entirely practical. The idea had been adopted

before the display man had figured whether he could work out the details properly or not.

It follows that each display must be figured out well in advance. The successful window trimmer knows just exactly what he is going to do before he starts the actual work; how the decorative effects are to be placed and where each article is to go.

This result can be brought about by the use of a space similar to the store window in size and shape for the planning out of trims. Some men arrange their displays roughly in this way before touching the store windows. Thus they know exactly what they have to do and practically all difficulties have been met and solved before the window trim is attempted.

Still another successful display man has a miniature of each window in the store he serves. By means of these he plans his display and arranges considerable of the detail. It is interesting to note that many playwrights follow the plan of using miniature stages with dummy figures in the preparation of their scenes.

Preparing Fixtures.

Whenever some special feature, mechanical or otherwise, is being introduced, it is advisable to prepare it before placing it in the window. For instance, if a windmill is to be used, it should be built, painted and made complete in every way before being placed in the window. One recalls the case of the young hardwareman in an Albertan city who took the reverse plan and built a windmill in the window itself. When he came to take it out, he found that he had miscalculated and made it too large! And so it had to be taken to pieces in the window before any other trim could be arranged.

Use More Fixtures.

Do hardware window trimmers make as much use of manufactured display fixtures as they should?

The proper utilization of fixtures is an important part of the display man's work, one of the very most important. The fact that store fixtures sell goods is something that the retail world has wakened to a sudden realization of the last few years. What the silent salesman and the cabinet does in the store, the window fixture does in the window. It helps to show the goods to such advantage that they arouse the desire of possession.

The introduction of display fixtures has revolutionized the art of window trimming. The display men of to-day secure effects with the greatest ease which were quite impossible not so many years ago. Thus the necessity of studying the use of fixtures is one of prime importance.

The initial cost will not seem large when it is considered that a fixture will be used for years, adding an appreciable percentage to the sales force of the store displays during that time.

Mechanical Effects.

Nothing is more effective in a hardware window than a motion device of some kind. Trimmers are interested in all schemes which can be utilized toward this end.

Here is a motion device which will produce a magnificently suitable effect for a Christmas trim. By the means described, it will be possible to show two windmills in motion during a heavy snowstorm.

The windmills can be kept constantly in motion by motor power, the mechanism being concealed behind steps covered with white cotton. These steps can be utilized for displaying goods and thus add materially to the appearance of the display without detracting from it in any way.

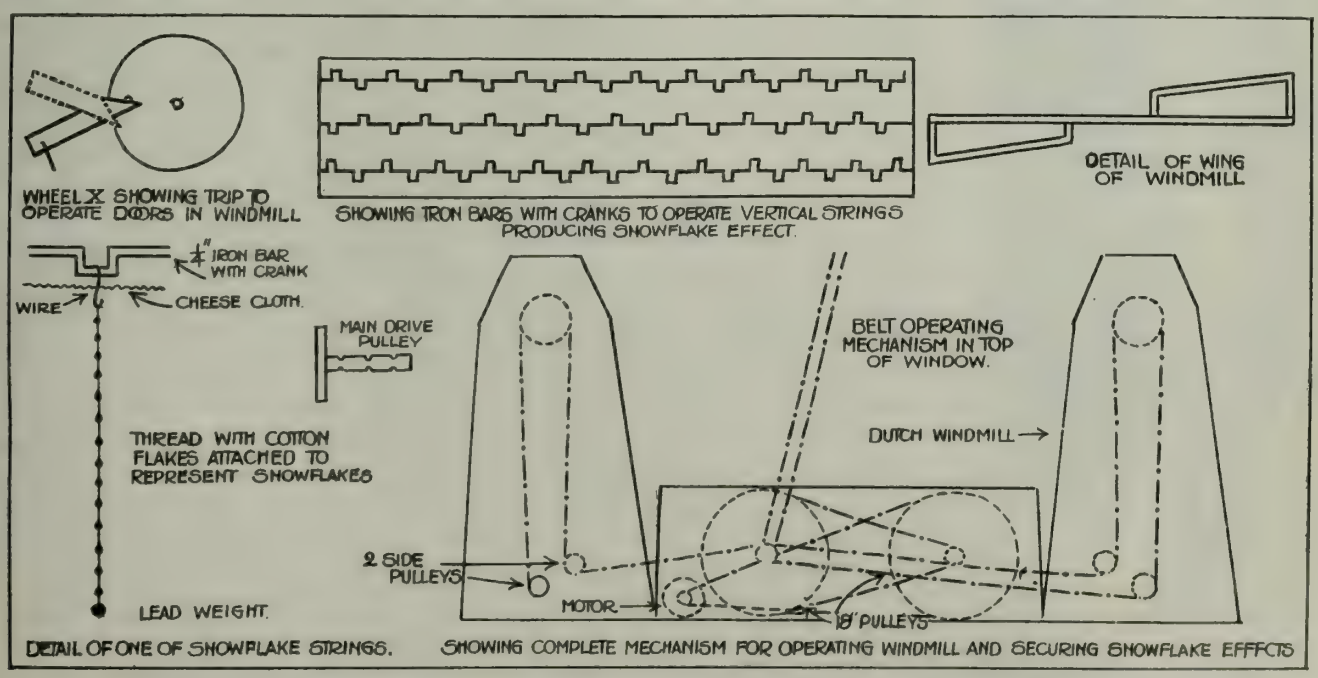
The snow storm effect can be secured by the use of three one-quarter-inch bars extending the full length of the window, each bar having a two-inch crook about every four inches. To every crook is attached a four-inch piece of stove pipe wire with a hook at the bottom. This wire extends through loosely draped cheese cloth to represent white clouds. To every hook a thread is attached with a lead weight at the bottom and to these threads cotton flakes to represent snow flakes are attached. The shafts holding the imitation make about 20 revolutions a minute, all alternating, and thus produce a most realistic snowstorm effect.

The windmills can be so constructed that the wings will make two revolutions a minute and the doors in the front open with every revolution, a miniature Santa Claus within. The whole device, which is shown in detail in the accompanying plans can be operated by an eight-horse power motor with a series of pulleys to reduce the speed. The entire cost would not exceed $15.

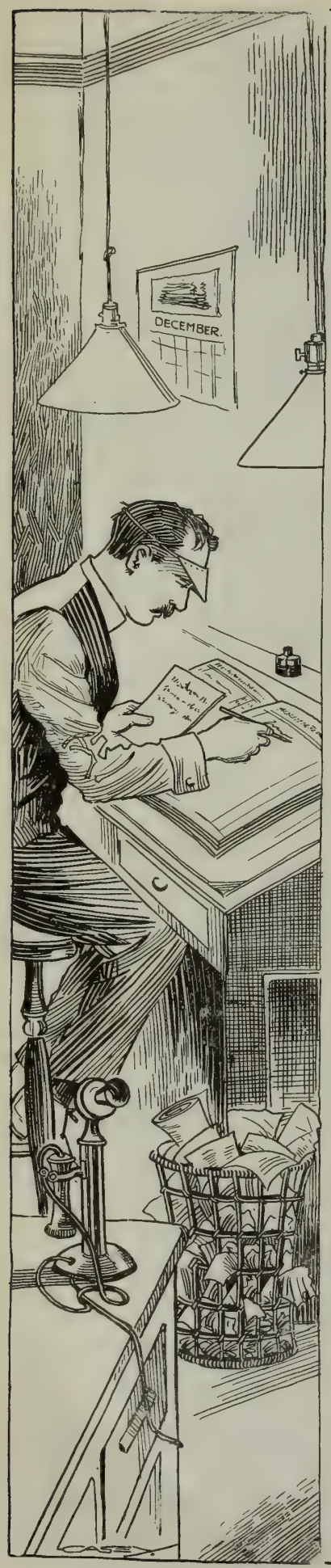
Behind the Trim.

The work "behind the trim" shown at the head of this article was of a more than usually difficult nature. A tank was built along the front and side of

(Continued on page 55.)



Details of mechanism for operating windmill and snowstorm effect in window.



Clean Up The Books

The Relationship a Man's Methods of Collection Bear to His Credit Standing — Laxness in Collecting Leads to Slowness in Meeting Obligations.

Written for Hardware and Metal by Byron J. Morrow

A RETAIL merchant's credit is his most valuable asset. It represents his borrowing power and defines his capacity for business expansion.

If there is one thing a merchant must keep unimpaired it is his credit. If the jobber or manufacturer finds reason to put a question mark after a merchant's name, the latter can count upon a certain amount of difficulty thereafter from which he had previously been exempt. If he has occasion to ask for an extension of credit at any future time, it will become necessary for him to satisfy the jobber on a number of salient points. If his record had been clear and spotless, the extension would doubtless have been granted without any question.

It should be borne in mind that the balance a man is able to show is not the only factor in establishing his credit. Character, habits, past records, social connections, and, in fact, everything pertaining to a man's life are entered into the account. The credit man of a large manufacturing or jobbing house does not guide himself solely by the actual figures which make up a customer's account. He tries to get all the information available about the customer from many sources, unsuspected sources in many cases. He has his lines out here, there and everywhere and facts come to him which the customer "Wots not of." To illustrate the point, a case may be cited, which shows how closely some credit men keep tab on matters pertaining to their department. A certain merchant in a small town was down on the books of a jobbing firm for a larger amount than the credit man cared to see there. His payments had been slow and scanty for the previous six months. One day the salesman who handled this account dropped in to see the credit man.

"I want to enlist your good services on behalf of Jones of A——," he said. "I know his account is heavy and that he has shown little ability to clear it off but I feel as sure as I am standing here that Jones will weather the storm and pay us up every cent on the dollar within the next six months. He is straight and decent and is thought highly of in A——. The only reason for his being hard up has been because he has had family troubles."

"I know. I have no intention of making serious trouble for Jones—yet," said the credit man. "His wife has been in the hospital for some months and he has been forced to support the family of his son, I hear. He lost on an investment in land somewhere. However, as you say, Jones is honest. I've watched him for ten years and have never found one thing that he has done that would lead me to doubt his worthiness."

"You know more about him than I do," said the traveller. He took it as a matter of course, however. The credit man had an almost uncanny way of learning facts about customers, which had impressed the members of the sales' staff with the idea that they had a system behind them almost occult in its far-reaching power.

Settling Accounts.

Of course, there is one thing that has the most direct effect on a man's credit and that is his method of settling his bills. If he pays promptly, takes his discounts regularly and shows in a business-like light, his credit will rank high. There is no getting away from the argument of hard cash. If he delays in his

payments, asks continually for extensions, makes objections and enters technical claims—as so many do—his credit standing will be low.

As a writer in a well-known periodical said recently: "A man is judged first by his business methods." Promptitude in answering correspondence, business-like attention to details and the ability to treat all business relations in a business-like way are the qualities which go the farthest in establishing a man's good name with the firms he is buying from. What is more exasperating than to wait days for a reply to an important letter which should have been attended to by return mail? Can anything arouse prejudice and critical estimate of characters more surely than laxness in a correspondent?

Continual negligence and carelessness will often weigh more heavily against a man than an attack of acute financial troubles.

Tennyson has said: "the sin that practice burns into the blood, and not the one dark hour which brings remorse, shall brand us after of whose fold we be."

This thought can be applied to the relationship existing between jobber and customer. There are always times when a retailer finds it necessary to ask a favor or an indulgence from the jobber, just as the jobber must sometimes throw himself on the indulgence of the retailer. Relations should be conducted on a basis taking this ever possible contingency into consideration.

It is, therefore, highly essential that the retailer should be prompt and business-like in all his dealings. Careful attention to such matters now will establish relations on a basis which will be highly satisfactory to the merchant in the future.

Keep the Books Cleared.

Back of it all is another essential matter, the most essential of all. The retail merchant must keep his own accounts up to the mark so that he can meet his obligations. If he can do this, he need never worry about his credit standing.

The credit man of a large wholesale hardware house once said to the writer: "In the course of my experience as a credit man, I have investigated the affairs of many hundred merchants at one time or another. In at least ninety-five per cent. of cases the trouble has been that the merchant has been too easy with his customers in the matter of collections. He had allowed people to run accounts and hold back payment to such an extent that he himself was unable to meet his own obligations."

It has been the custom for merchants to regard the slow-pay customer as one who was robbing them (the merchants) of their legitimate profit, As a matter of fact, the obduracy of the customer hits the pocket of the retailer first and through him that of the jobber and the manufacturer. The loss and inconvenience runs the gamut of the whole trade, inasmuch as through it, the retailer is very frequently compelled to defer payments and secure extensions of credit.

In approaching the subject of collections, therefore, the merchant should consider that it is inextricably involved with the maintenance of his own credit standing; and he will thereafter regard it in a different light. He will realize that the future expansion of his business, perhaps even its very existence, will depend largely on the success that he achieves in the matter of making collections.

Clean up the books!

Only a comparatively small number of retailers do business on a cash basis. With the remainder the problem of regulating credits and making collections is an ever present one, involving close attention and vigorous application.

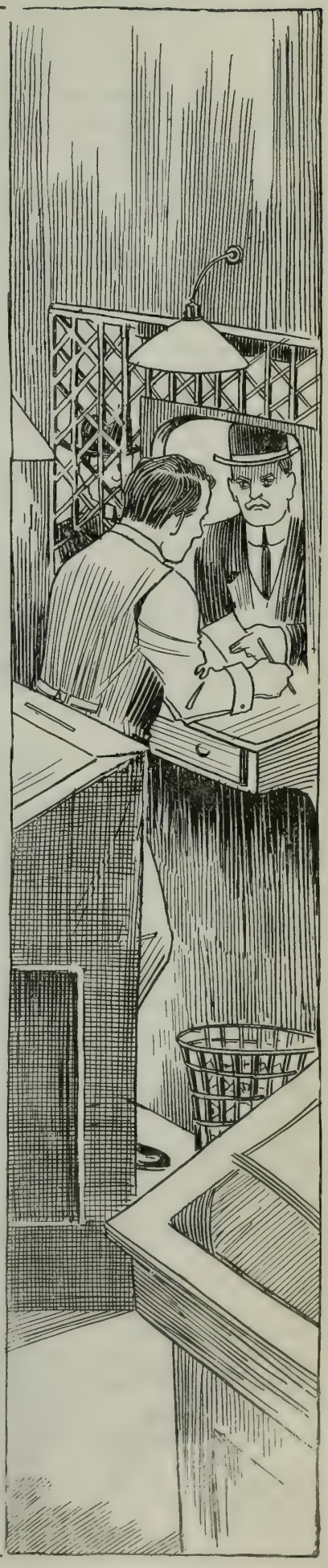
Keeps Debts Down.

A certain hardwareman, whose name need not be stated, has followed the plan for years for keeping the amount of his credit sales down to a certain percentage of his cash sales. He has found by experience that a certain amount of ready cash is necessary to keep the business running smoothly and to enable him to take his discounts regularly. He has, therefore, made his rule iron-bound, immutable. When the accounts on his books get close to the danger line, he begins to hammer away unceasingly until collections restore the balance. At such times, his salesmen are warned to give additional credit sparingly and only to old customers.

Regulation is Necessary.

Cleaning up the books is not entirely a matter of active collection. The proper regulation of credits is a phase which must not be overlooked. A firm's books can be kept clean by careful regulation. In fact, where discrimination is shown in the giving of credit, there is seldom much difficulty found in making collections.

A strong effort to clean up the books is particularly expedient toward the end of each year. Not only is it desirable to start the new year with as few old debts carried over as possible, but the practical impossibility of getting money in during the first months of the year in any volume is an impelling reason.



A Good System for Making the Inventory

The Method Followed by the Mills Hardware Co., of Hamilton, Ont.—Selling Prices Are Entered as Well as Cost Prices on the Sheets—This Provides a Valuable Basis for Comparison—Full Details of System.

IMMEDIATELY after the Christmas rush is over a large number of Canadian hardware merchants will commence to take the annual inventory.

In taking the inventory some merchants go carefully into all details and in other cases there are dealers who appear to regard the annual inventory more as a regular occurrence than as an event of vital importance to their business.

As pointed out in the stock-taking article in last week's issue of Hardware and Metal, the value of a well-taken inventory cannot be over-estimated.

All up-to-date merchants who keep a finger on the pulse of their business will agree that too much care cannot be exercised in gathering all details in connection with the stock during the stock-taking period. Unless taken correctly, an inventory is useless for legitimate business purposes and only deceives the merchant or any others who may have occasion to examine it.

Various ways of taking stock are employed by hardware dealers. Some dealers merely try to ascertain the bulk value of their stock. Others have their store divided into departments and can tell the value of the stock in each department.

One of the simplest and most useful methods is that employed by the Mills Hardware Co., Hamilton. The accompanying cut shows the upper portion of an inventory sheet such as is used by this firm. The firm have two stores in Hamilton and the same form is used in each store. In former years the firm took stock from January 15 to February 1. These dates have been changed and stock-taking is completed by January 15, and orders for spring are placed immediately after the inventory is completed.

Divided into Departments.

Each store is divided into departments and after the inventory is completed a full record is shown of the stock carried in each department.

When filled in, the inventory sheet, which measures 12x16 inches, shows the name of the branch store, calling-off clerk, entry clerk, by whom extended, stock articles, number and size, selling price, cost, extension and double check. The selling price is also called off and entered on the inventory sheet. When completed the sheets are placed in a binder and kept for future reference.

Watching Profits.

After the inventory is completed the general manager examines each sheet and compares cost and selling prices. By doing this he can see at a glance if too small or too large a profit has been added to any line of goods. This is a valuable feature of the method employed by the Mills firm. With the complete inventory before him the general manager has a complete list of all cost and selling prices applying to all the merchandise comprising the stock. When the amounts are totalled up he can also tell the total cost price and total selling price of the stock. By using this style of a stock sheet very little extra labor is entailed in gathering this useful information. The sheets also show the location of the stock; and the value of the stock in each department can be totalled up separately.

This method of stock-taking may be applied to the stock in a small store as well as in a large one. There are quite a number of dealers in the smaller places who make up their own stock books. The usual custom is to purchase a number of blank books from a stationer and rule them with the ruling necessary for recording the stock.

The plan of the sheet here shown could be followed out to a great extent in ruling up the stock books for the next stock-taking. There are several excellent features in connection with this method of stock recording which could be used to advantage by a large number of dealers who by their present method of stock-taking only secure a general idea of the value of their stock and have no idea of the relative value of the various departments in their store.

The feature of comparing cost and selling prices is also a commendable one and if adopted by other dealers might enable them to pick out many lines on which the profit they are obtaining is insufficient.



RUMOR CONTRADICTED.

A number of rumors have been circulated recently stating that several large firms have closed down or are running on short time.

The Utica Drop Forge and Tool Co., Utica, N.Y., have written to Hardware and Metal stating that they have not closed down. They also state, "It is true, like many other business corporations, that we could handle more business, but all our skilled help are working steadily and satisfactorily."



Pedlar People Move.

The Pedlar People, Ltd., Toronto branch, have moved from their old premises, 113 Bay Street, to their fine new buildings at the corner of College and Markham Streets. At the new branch the Pedlar People will have a greatly enlarged floor space, and will carry a heavy stock of sheet metal building materials.

MILLS HARDWARE CO. Limited **January 15th191**

INVENTORY SHEET

Store ..... *Called by* ..... *Entered by* ..... *Extended by* .....

Stock Location ..... *Sheet No.* .....

Check	Quantity	ARTICLES	Number and Size	Selling Price	COST	EXTENSION		Check

Form used by Mills Hardware Company in taking stock.

William Vallance Passes Away

THE death occurred during the early morning hours of Friday, November 28, of William Vallance, at his home in Hamilton, Ontario.

The "dean of the hardware trade" was the term by which the late Mr. Vallance was affectionately and unanimously known to hardwaremen. His name was familiar to the trade from coast to coast, and the news of his demise will be received with the most profound regret.

Death came, in a sense, with suddenness. Up to a fortnight of the end he had seemed in good health. Despite the fact that he had passed man's alloted span by five years, and had made energetic and full use of every year of his life, he continued to the very end vigorous and active. He was at the office every morning, and until the present year had made an annual trip through the West to visit the branches and allied offices in Western centres. Hardwaremen who were present at the banquet, which brought the convention and exhibition at Hamilton to a close this year, will remember the speech made by Mr. Vallance on that occasion. He was in full possession of his powers, and gave many reminiscences of bygone days, which not only showed the freshness of his memory, but demonstrated the close grip he had kept on developments in the trade.

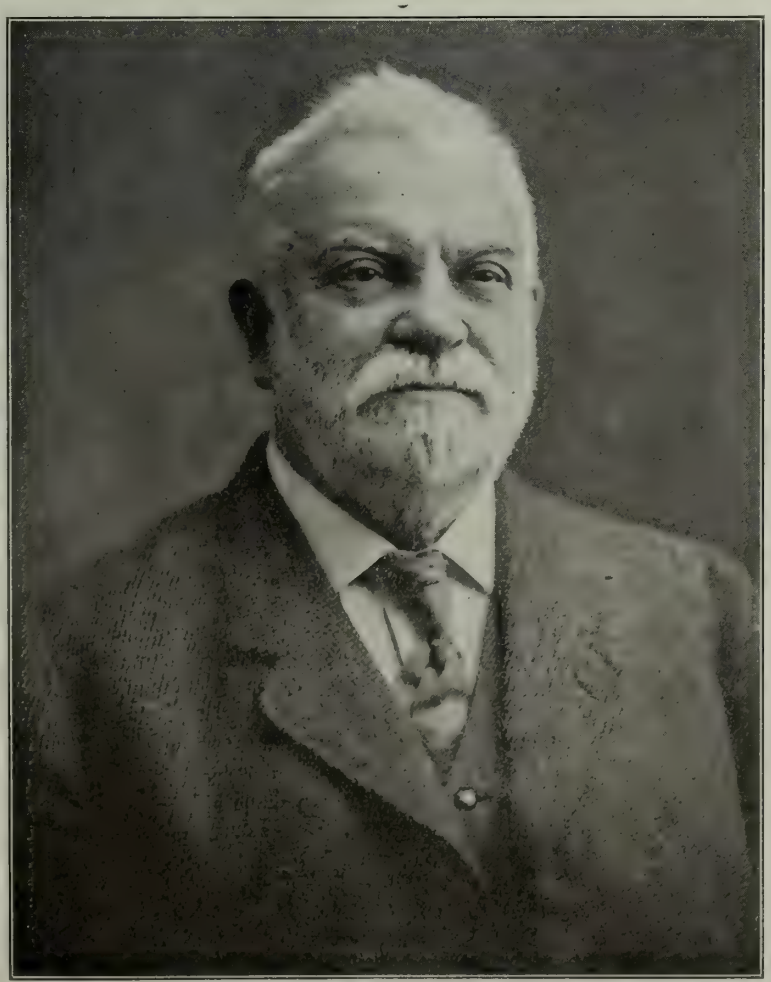
The late Mr. Vallance was born in 1838 in Dundas. At the age of fifteen he moved with his parents to the city of Hamilton, where he secured employment as office boy with the firm of Bellhouse, Ireland & Co., an exclusively wholesale hardware house. During the seven years that he remained with this firm, he worked up from position to position, until finally he became salesman. In the year 1860 the firm went out of business, and Mr. Vallance joined the staff of Wood & Leggat, serving as a clerk in their retail store. Six years later he went out as traveling salesman, and remained in that capacity for seven years.

The country at that time was in a distinctly pioneer stage, and the railroads had reached only the larger centres. Traveling men had to depend upon stages to reach most points, and it follows that they lived arduous and eventful lives. Mr. Vallance emerged from this stage of his career with a ripe knowledge of commercial conditions, which served him in good stead in his subsequent relations with the retail trade.

In the year 1873 Mr. Vallance was taken off the road and became buyer for the firm. In his new capacity he demonstrated the same ability and executive force which had become manifest during his years on the road, and it is not surprising that six years later be became a partner in the firm.

On the retirement of Mr. Leggat, in 1889, the firm became Wood, Vallance & Co. In 1885 a branch had been opened in Winnipeg, of which Geo. D. Wood, son of the senior partner, was head. At Mr. Woods' death, the firm became Wood-Vallance, Limited. In 1902 a branch was opened in Vancouver, which was known as Wood, Vallance & Leggat. In 1904 a branch was opened in Nelson, B.C., under the firm name of the Wood, Vallance Hardware Co., Limited. In 1912 a branch was opened at Calgary under the firm name of Wood, Vallance & Adams, Limited.

The late Mr. Vallance could probably attribute his great success in business to one special gift—that of concentration. He had great capacity for work, and devoted himself whole-heartedly to his business. He did not believe in scattering his energies, but concentrated on the one line. For this reason he did not appear as prominently in other circles, but he gained a thorough mastery of hardware—an almost unprecedented mastery. He knew hardware in its every phase. His wide knowledge of the trade and his close attention not only to executive control, but to details of management in many departments, was a strong factor in the rapid growth and development of Wood, Vallance & Co. There can be no doubt that the trade has suffered a distinct loss in the death of William Vallance.



The late William Vallance.

In his younger days Mr. Vallance took an active interest in militia matters and served with the 13th Regiment at Ridgeway at the time of the Fenian raid, having been a member of No. 1 Company.

He was a lifelong member of St. Paul's Presbyterian Church.

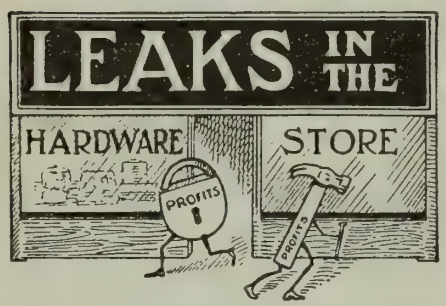
He is survived by five sons—E. Victor, of Winnipeg; William E., Murray, Walter and Arthur, and three daughters, Mrs. Harry

Zealand, Mrs. John G. Gauld and Mrs. Jack Moodie, and a daughter-in-law, Mrs. Frank Vallance; also two sisters, Lady Taylor, of this city, and Mrs. Hill, of Los Angeles.

The Funeral.

The funeral took place on Saturday, the remains being laid to rest in Hamilton cemetery. Rev. D. R. Drummond conducted services at home and grave. The pallbearers were members of the staff of Wood-Vallance Co. and business associates of the deceased, W. H. Dean, John McCullough, Jas. Gardiner, L. C. Sey, G. F. James, T. Cook, N. J. Boyd and S. H. Alexander.

The funeral was very largely attended.



During the latter part of November a hardware dealer in an Ontario town was still running an advertisement in a weekly paper in which he featured binder twine, rope, refrigerators, lawn mowers, etc. This ad. would no doubt prove ineffective at this season of the year. It might be called wasteful advertising.

There are many lines which could be featured to much better advantage at this season than the ones advertised by this dealer.

Stoves, hunting goods, cow chains, weather strip, glass, roofing, or any one of a hundred other items found in a hardware stock if advertised in the same space would bring far better returns.

Advertising leaks are always expensive ones. The dealer not only loses the cost of the space used in the paper, but he also loses the profit on the goods which would be sold from the ad. if it were given the attention it deserves and seasonable goods were featured. Misdirected advertising is a very expensive leak in any business, and every hardware dealer should make a careful study of all matters pertaining to the publicity branch of his business.

Robt. Craigie, who has for a number of years been employed in C. C. Lee's hardware, Goderich, has left for Sherbrooke, Que., where he has taken a position, and will in future reside.

Christmas Window Contest

THE ANNUAL Christmas window contest of Hardware and Metal has become one of the best known fixtures in the trade. Each year the interest becomes greater and the quality and number of windows entered increase. Last year's contest was one of exceptional interest and a large number of splendid windows were placed in competition. One of the judges—a window trimmer in a large departmental store—said: "I certainly had no idea that hardwaremen dressed their windows on such a superlative scale."

This year's contest will be conducted on similar lines. As usual, two contests will be held; one for stores in places of 5,000 population and upward and the other for stores in places under 5,000. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

PLACES UNDER 5,000.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction in Hardware and Metal, but who are not awarded prizes, will be given the sum of $1.50. This will cover the cost of photographing the window and will thus secure those who enter against loss whether they are successful in winning a prize or not.

PRIZE FOR ESSAY.

In addition a prize of $5.00 will be awarded to the window trimmer who sends in the best article on his methods of handling his work; viz., how he plans his displays, how he arranges his work, how he traces his results, etc.

The judges will be three well-known retailers in different parts of the country. Judging will be done on the following basis: Selling power, 60 per cent.; attractiveness, 30 per cent.; description of methods of construction, 10 per cent.

The contest will close on Saturday, December 27. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Ave., Toronto," and marked "For Christmas Window Contest."

ARE YOU GOING TO ENTER?

"We Are All Passing the Same Way"

¶ The source of most of our everyday sorrows and regrets is that we are in the average, much like the pollywog, the wiggle-tail or the tad-pole, who consider the stagnant pond in which they live, the **sum and total** of the entire universe. Each of us is inclined to be like Rostand's Rooster—that believed its crowing responsible for the rising of the sun.

¶ Most of our bickerings and quibblings come from our inclination to pass judgment without knowing the facts; when the verities and realities are not at our disposal. If each of us will take the trouble to ascertain the truth before criticising we will have arrived at a state of development where we are too cool, too calm, too sincere to criticise at all. All criticism is hasty, unthinking and is the first evidence of lack of experience, lack of sympathy, lack of mental physical poise.

¶ It is a good thing for each of us to learn as early in the game as possible, that we are not the centre of gravity; **that the earth does not revolve around any one of us.** When we learn that the annual revolutions of the sun and the diurnal revolutions of the earth were not planned especially to suit our selfish whims, then we ourselves have begun to evolve.

¶ The man who can only see the failings and weaknesses of other men is still a child; a child with a man's physique, but with a high-school boy's conceitedness—a child dressed in man's clothes. The man who sits in his room, or in his office, or who loiters on the street corner, or stands at some wheel of trade or at some occupation in business, hating, criticising, condemning his fellow men, still has the snarl of the hyena lingering in his heart and blood, and represents more animal than intellect; more hate than soul; more jealousy than heart.

¶ The man who lives by the prescribed and accepted standards and formulas of life, is not necessarily **a man.** A man in the real sense of the word, is that male individual who keeps his battle of right and wrong with his moral, mental and physical self—who performs what his better and finer instincts and desires prompt him to perform; a man who does the things he is not compelled and obligated to do, except **by** the **judgment** of his **better self.**

¶ Down the Path of Life all of us are passing the same way, and the man who will say or do that which he knows must injure another, is still in the same mental state as the cliff-dweller; or the savage who fought with the catamount for a place to sleep when night approached. No man, who is such in the real sense of the word, will carry gossip or meddle in the business of others, or condemn or despise because someone else does not see, or think, or work as he does. Never a man criticized another without knowing that he was violating his obligations to his higher and better promptings.

¶ Someone is responsible for the statement that **'he who has never known folly can lay no claim to wisdom.'** And if we say ill of a man, knowing that it can do him financial harm; when it may place a difficulty in the way of his advancement, to that extent do we cease to be **a man.** If we fill our minds with jealousy because of another man's success, we are still very low in the scale of intellect, and there is something wrong with our body and with our soul.

¶ In closing these reflections I would suggest that for boys and for girls, men and women, professional men and business men—for people individually and collectively,—an ounce of **confidence** is worth a thousand tons of advice and criticism.

Efficiency

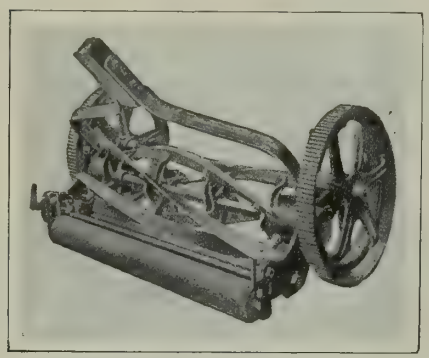
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New Goods Offered Canadian Hardwaremen

NEW WHITMAN AND BARNES LAWN MOWER.

The Whitman & Barnes Mfg. Co., Akron, Ohio, and St. Catharines, Ont., have added a new model lawn mower to its 1914 line.

The new mower will be known as the "Junior Special" ball bearing and has



W. & B. Mower.

a ten-inch drive wheel, five blade cutting reel, and is equipped with the "W. & B." semi-automatic ball bearing adjustment. The handle is reinforced with metal handle clip.

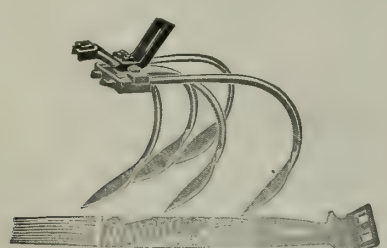
The mower is attractively finished, the inside of the wheels, casings, and tie rod are in bright red striped with gold; the spokes on outside of the wheels gold striped in red; the wheel treads black.

The company claims the "Junior Special" meets the demand for a high class mower of these specifications that will cut smooth lawns with a close cut.

NORCROSS UNIVERSAL CONNECTION.

C. S. Norcross & Sons, Bushnell, Ill., are drawing the attention of the trade to a new feature in connection with their 5 prong garden cultivator hoe.

It is claimed that by using the Uni-



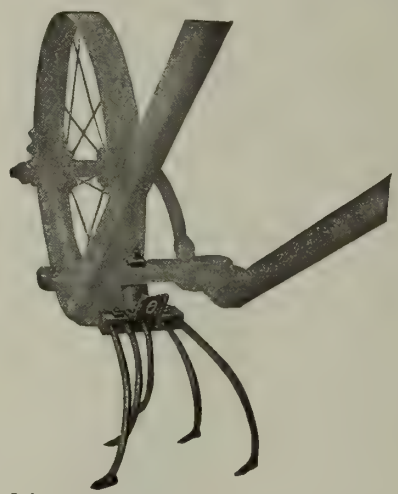
Showing Universal Attachment.

versal Connection the prong garden cultivator hoe which has a detachable ferrule, can be attached to the standard types of wheel plows.

The 5 prong cultivator hoe weighs three pounds and has a four foot handle.

In the accompanying illustrations the lower cut shows the cultivator with the handle detached and the Universal Connection attached.

The upper cut shows the tool attached to a wheel plow. Attention is also called



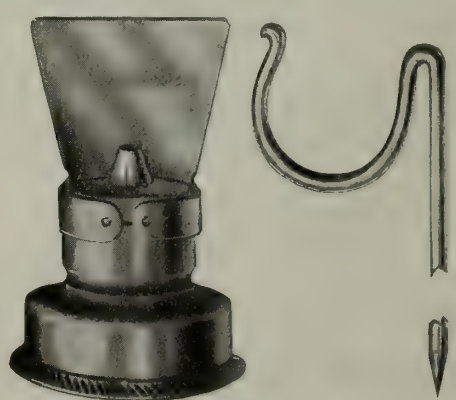
Cultivator attached to Wheel Plow.

to the rear extension of the connection which is for the purpose of attaching the cultivator hoe to plows having the vertical leg construction thus including the two standard types of wheel plows commonly used.

The Universal connection is supplied when ordered extra.

DUO HOSE NOZZLE.

The Duo nozzle here illustrated is being offered to the Canadian hardware trade by the H. B. Sherman Mfg. Co., of Battle Creek, Mich.



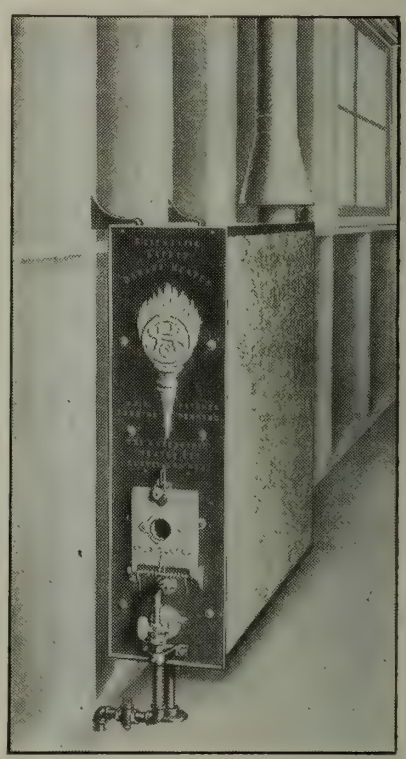
Duo Nozzle.

The Duo nozzle is a combination hose nozzle and lawn sprinkler. The new nozzle has no shut off. It is claimed by the manufacturers that it accomplishes all requisite results as it throws both a straight stream and spray without the necessity of a shut-off and the danger of hose bursting caused by the sudden turning off of water is said to be eliminated.

One of the most important features claimed for this nozzle is that it delivers a large volume of water whether used as a straight stream or as a spray. In the Duo nozzle the spraying feature is produced after the water issues from the nozzle, hence the volume is not cut down by internal mechanism. The nozzle portion is made of wrought brass finished both inside and out.

GARAGE HEATER.

The Scientific Heater Co., Cleveland, Ohio, are introducing the garage heater here illustrated.



Garage Heater.

The makers claim that in making this heater they have guarded against all danger which is liable to be encountered in a garage through leakage and storage of gasoline. They state that the problem of heating garages is a vital one to all users of cars and the heating system must be so arranged that there will be no ignition of gasoline should the latter escape from the containing vessels.

To Enforce Offensive Weapons Act Rigidly

Montreal Authorities Take Steps — Permits Must be Secured by All Persons Purchasing or Carrying Weapons—Hardwaremen Should Pay Close Attention to This Matter.

Montreal, November 30.—That the local authorities intend to enforce Section 118 of the Canadian Criminal Code, a copy of which was published in this paper some time ago, is evidenced by the steps they have taken recently in that direction.

Quite a number of murders, attempted murders and shooting affrays have taken place in this city during the past month and it is to put an end to these happenings that is the cause for action on the part of the police. A man must have a permit before he can purchase a revolver or carry one on his person. Any dealer or individual who breaks this law is subject to either a heavy fine or a term of imprisonment.

Hardware dealers handling fire arms of any description should be very careful when making a sale of this nature to be sure to keep on file a full description of the weapon sold together with full particulars of the permit presented by the purchaser, taking note of the date, number, to whom in favor of, by whom signed and the issuing office.

Facsimiles of the forms used are shown herewith:

PEACE OFFICE.

Montreal.....191

This is to certify that ..... of ..... having shown upon oath sufficient cause, and also established to my satisfaction his discretion and good character, is exempted from the operation of article 118 of the Criminal Code of Canada, chap. 146, and permit is granted to him to carry a revolver for the period of ..... months from this date. Police Magistrate.

This form is issued in the Peace Office and will bear the signature of the Police Magistrate. Another permit used is issued and signed by the Chief of Police and reads as follows:

FORM 76.

WEAPON PERMIT.

(Insert name of place of issue and date.)

Permission is hereby given to..... ..... (Insert name of holder of permit) of ..... to carry (insert character of weapon) for (insert duration of permit).

Reason for granting permit.

(Here are to be inserted reasons for granting permit).

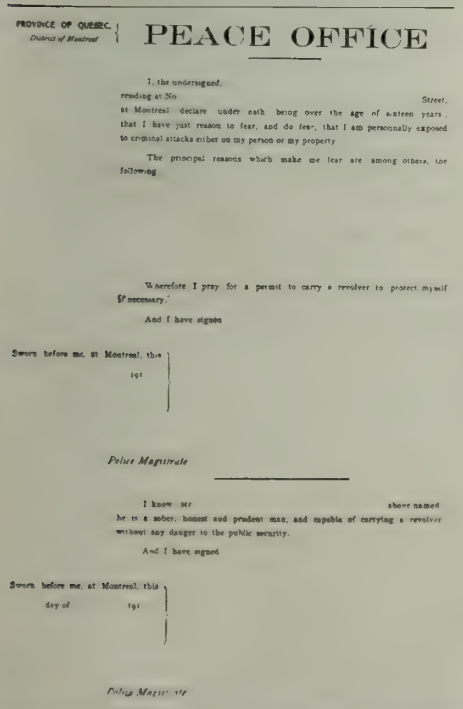
(Name and office of person issuing permit).

Yours truly,

O. CAMPEAU,

Chief of Police.

In order for a citizen to secure the first permit it is necessary for him to fill out a form and have his request endorsed by a prominent citizen and sworn to before the Police Magistrate.


PROVINCE OF QUEBEC, District of Montreal

PEACE OFFICE

I, the undersigned,
residing at No Street,
at Montreal declare under oath being over the age of sixteen years, that I have just reason to fear, and do fear, that I am personally exposed to criminal attacks either on my person or my property

The principal reasons which make me fear are among others, the following

Wherefore I pray for a permit to carry a revolver to protect myself if necessary.

And I have signed

Sworn before me, at Montreal, this
191

Police Magistrate

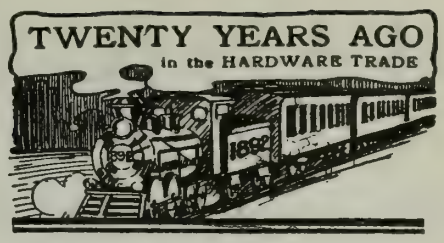
I know Mr above named
he is a sober, honest and prudent man, and capable of carrying a revolver without any danger to the public security.

And I have signed

Sworn before me, at Montreal, this
day of 191

Police Magistrate

Form to be used in securing permit.



The following items were taken from the issue of Hardware and Metal of December 2, 1893:

"R. E. Brush, Leamington, Ont., has sold out to McEwen & Russell."

* * *

"Brown, Boggs & Co., Hamilton, Ont., have acquired the entire plant, patterns, building, etc., of S. J. Moore, manufacturer of tools, machines, etc., and will run it in connection with their own plant.

Editor's Note.—The Brown Boggs Co. are still located in Hamilton and their business has grown considerably during the past twenty years.

* * *

"'I have had to enlarge my store,' said George Pearsall, Yonge and McGill St. 'Our store now extends back to the brick block on McGill Street.'"

Editor's Note.—George Pearsall is still in business at the same stand.

* * *

"'I do not think that the stove dealers have much to complain of this season,'" said Albert Welch, Queen St. 'The weather has been somewhat against the sale of heaters but I have sold a great many ranges.'"

Editor's Note.—A Welch & Sons are still in business on Queen Street, and have a large connection in the stove, heating and plumbing business.

* * *

"'I have not been in business on this street for twenty-two years without seeing some ups and downs,' said J. T. Wilson, Queen St., Toronto. 'I have seen business better and worse than it is at present. When I feel like grumbling, I look around. You can generally find someone who is worse off than yourself, and if we always compared ourselves with our less fortunate and not more fortunate neighbors we would feel more contented.'"

Editor's Note.—At that time Mr. Wilson had been in business at the Queen St. stand for twenty-two years. He is still at the same stand and has been there for forty-two years.

BEHIND THE WINDOW TRIM.

(Continued from page 47.)

the window and filled with water, on which several decoys were floated. Another tank was placed at the back, raised about a foot above the level of the floor. Decoys were also placed in this tank. Trees and shrubs were then used to complete the background and care was taken to hide all traces of the tanks and other "properties." As a result, the display has a finished effect and the onlooker does not see "behind the trim."

Personal Notes.

Hon. Frank Cochrane, Minister of Railways and Canals, and President of the Cochrane Hardware Co., passed through Toronto last week in a special car en route for New York. The Minister was accompanied by his wife and daughter. He intends to spend some time in the South to take a much-needed rest.

BANK OF MONTREAL

Proceedings at the Ninety-sixth Annual Meeting of the Shareholders.

The 96th Annual General Meeting of the Shareholders of the Bank of Montreal was held at noon, December 1, in the board room at the bank's headquarters.

Amongst those present were: Messrs. H. E. Rawlings, D. Morrice, J. McK. Rea, Wm. Hanson, G. L. Ogilvie, W. R. Miller, H. B. McDougall, Alfred Piddington, E. Fiske, J. B. Learmont, J. Patterson, W. B. Blackader, H. M. Stanway, Sir William Macdonald, Hon. Robert Mackay, Sir Thomas Shaughnessy, Messrs. D. Law, William McMaster, T. Durnford, Preble Macintosh, C. R. Black, W. H. Evans, Henry Joseph, George Caverhill, Dr. H. B. Yates, George G. Foster, J. Rodger, Hamilton Gault, C. B. Gordon, C. R. Hosmer, D. Forbes Angus, J. A. Hawthorne, H. R. Drummond, R. B. Angus, Dr. Shepherd, Charles Chaput, H. V. Meredith, F. F. Archibald, Campbell Nelles, E. B. Greenshields, A. Falconer, Guy Drummond, and J. J. Reid.

On motion of Mr. R. B. Angus, Mr. H. V. Meredith was requested to take the chair.

Mr. Hartland B. McDougall moved and Mr. A. Piddington seconded, that Messrs. W. R. Miller and David Law be appointed to act as scrutineers, and that Mr. James Aird be the Secretary of the meeting. This was carried unanimously.

The Chairman then, in the absence of the general manager, called upon Mr. A. D. Braithwaite, assistant general manager, to read the annual report of the directors to the shareholders at their 96th Annual General Meeting, held Monday, December 1st, 1913.

THE PRESIDENT'S ADDRESS

Mr. Meredith, in moving that the report of the directors and the accounts, as read, be adopted and the same be printed for distribution among the shareholders, said:—

Gentlemen—In moving the adoption of the Directors' Report, I will refer to the changes which have taken place during the year in the Balance Sheet, a copy of which has been furnished you, before alluding to general and financial conditions. The Bank has experienced another good year and its business has been well maintained. The Authorized Capital remains at $25,000,000; the Paid-up Capital at $16,000,000, and the Rest at $16,000,000. Out of net earnings, which, for the year, amounted to $2,648,402.86, $243,402.86 was transferred to Profit and Loss Account, bringing that balance up to $1,046,217.80, and there has been set aside for Bank Premises Account during the year an amount of $485,000. A Bonus of 1 per cent. was paid to shareholders on 1st June and 1st December over and above the quarterly dividend of 2½ per cent.

Deposits not bearing interest remain practically unchanged. Interest bearing deposits show an increase of $2,500,000. A portion of these is always of a temporary nature, but I am pleased to say that, notwithstanding the fact that considerable sums have been withdrawn during the year for investment at the tempting rates prevailing, the aggregate of the savings banks deposits has been well maintained.

Turning to our assets, the current loans and discounts in Canada and elsewhere and other assets, amounting to $134,160,000, show an increase of $15,000,000, caused by taking on new business and by the increased legitimate requirements of our customers. Investments in railway and other bonds are $12,933,000. Bank premises, Montreal and branches, remain at $4,000,000. Call and other loans in Great Britain and the United States are $51,240,000, against $55,150,000 a year ago, which deduction, with $8,000,000 withdrawn from foreign correspondents and agencies of the Bank outside of Canada, has been used to provide for the increased demands of our Canadian customers, mentioned above. Our bills payable amount to $919,308, as compared with $1,717,000 as at the same date last year. At that time, however, the amount was shown as a contingent liability instead of being included in the General Statement as at present.

The delayed decennial revision of the Bank Act was finally completed at the last session of Parliament. On the whole, the new measure may be characterized not only as workable, but as preserving the fundamental principles of past laws, but as well designed to promote and safeguard the interests of the public, which I need scarcely add, are identical with the interests of the Bank.

As the measure was a non-contentious one, I think I am at liberty to add my tribute of praise to the Finance Minister, Hon. Mr. White, for the very capable manner in which he supervised the revision of the Act. Throughout the protracted discussion of the bill, he exhibited a thorough grasp of the subject and a keen desire to make the measure conform as fully as possible to the needs of the public, the safety and stability of the banks.

THE GENERAL SITUATION.

In regard to the general situation, the year 1913 may be truly described as a memorable one. In Great Britain it has been disturbed and disappointing. The demands of borrowing countries, both old and new, have outrun capital supplies, and there has been an ever-increasing difficulty in obtaining loans, however sound the security might be, and, when obtainable, the rates and terms have been far more onerous than for many years past.

As is well known, there have been several factors combining to produce these stringent conditions: the Balkan war and record public flotations, which, in London alone, totalled not less than £200,000,000 to the end of October, exclusive of special borrowings and treasury bills, of which no less an amount than £54,000,000 were Canadian emissions. Then there has been world-wide trade activity, a rise in the price of commodities, coupled with serious political disturbances in France and Germany, and the continuous and heavy gold demands of such importing countries as Argentina, Brazil, Egypt and India, heavier requirements for home trade in Great Britain, and accumulations by joint stock banks in their private vaults. Added to all this, the position was aggravated by the prolongation of the Balkan war, and social unrest in England.

In France, the economic position has been less favorable than usual. The severe political shocks I have mentioned occasioned a withdrawal of funds from Germany, and hoarding has been continuous and constant. A vast aggregation of loans to finance the Balkan states and for increased home armaments still await flotation. In Germany, the situation shows a marked betterment in the improved condition of the Reischbank and a curtailment of that country's excessive trade activities.

In the United States, conditions throughout that country are thought to be fundamentally sound. Politics have affected business activities, and with the exception of wheat, there is a shortage of crops throughout the country. A disposition to go slow and not to make commitments beyond actual requirements is apparent, so that no undue strain is likely to take place, but, rather, an era of economy, which should have a beneficial effect on the situation generally. The money situation has proved to be of greater ease than was at one time expected, and the usual fall strigency has not so far materialized. The principal cause for the prolonged ease may, I think, be put down to the early preparations to meet the contingency of dear money, the slowing down in general business, and the depositing of Government funds in the banks of the West and South, thereby relieving the Eastern banks of a portion of the burden of financing the crops, for which they had been prepared.

The conditions in Great Britain and abroad which I have endeavored to outline will no doubt take time to ameliorate, and improvement will probably be brought about by reduced trade activity gradually releasing money for investment purposes and hoarded funds; but the process will of necessity be slow.

I have thought it well to make these somewhat extended remarks in regard to financial conditions in other and neighboring countries, as they have an important bearing upon existing conditions here.

TRADE OF CANADA.

The returns of the foreign trade of Canada are not unsatisfactory. Imports are falling off, in consequence of the monetary situation and the curtailment of foreign loans. In October the value of imports of merchandise was $8,664,000 less than in the corresponding month in 1912, while for the seven months ending October, the value of imports was only $4,300,000 in excess of last year. On the other hand, the export trade is expanding, the value of domestic products exported in October having been $23,360,000 in excess of the same month a year ago, and the exports for the seven months, $49,330,000 greater than in 1912. The aggregate foreign trade of Canada for the seven months ending with October was $636,094,000 as against $582,444,000 a year ago, showing a gain of $53,650,000, and in this period the excess of imports over domestic exports has been cut down from $190,000,000 to $145,000,000. This trend of foreign trade

is likely to continue for some time. The balance of foreign trade, as you are aware, has been heavily against Canada during the past decade. In the last six fiscal years, imports exceeded exports in value by $850,000,000, and this considerable gap has been made, in certain quarters, the subject of adverse criticism of the country. It is to be borne in mind, however, that in this period, Canada has obtained immense sums of money from Great Britain for development purposes of various kinds, which money has been imported largely in the form of merchandise paid out of the proceeds of long-term loans. Now, while these loans must ultimately be liquidated from the earning power of this expenditure, I may point out that meanwhile, only the interest charge has to be met; in other words, the excess of imports representative of the proceeds of long-term borrowing has to be balanced only to the extent of the interest on the loans. This is not, indeed, the whole conclusion of the many-sided subject, into which a variety of considerations enter. We cannot, moreover, expect to go on widening the gap between imports and exports indefinitely. Our annual interest charge on British and foreign loans is already a formidable item, to be provided either by exports or new borrowings. While monetary conditions abroad remain as at present, the stream of fresh capital will run less freely towards Canada.

The recent reduction in the tariff of the United States can hardly fail to enlarge the markets of that country to Canadian products. Many agricultural items such as eggs, milk, live stock, are now on the American free list; so are lumber, timber, fish, meats, coal, and many manufactured articles made in Canada. Already the movement of these articles to our neighbor's markets in increased volume has begun, some advance in prices has resulted thereform, and there appears no reason to doubt that our sales to the United States will augment in future.

Immigration returns have continued to be of a highly satisfactory character, both in regard to number and desirability. The figures for the year ending 30th September, 1913, reached a total of 436,050 souls, of whom 122,230 were from the United States and the remainder from European countries, principally Great Britain.

The value of the field crops in Canada this year at present prices is estimated at $500,000,000, or approximately the value of the crop of the preceding year.

LEGITIMATE TRADE GOOD.

In view of the foregoing, it is not surprising to find that legitimate business generally in Canada continues to be in a satisfactory condition. There are no signs of trade depression, though a slowing down in many branches of trade is in evidence, and there is a disposition to confine commitments to actual requirements. More economy is being exercised than has been the case for some time past. The flow of money which came in great volumes in the past few years from the British Islands and abroad, both for investment and for speculative purposes, and created a somewhat unhealthy expansion, has met with a check. It had much to do with the outbreak of land speculation in the West, which, owing in a measure to a wise precaution of the Bank Act, was limited to individuals and has not affected the country generally in an adverse manner to any appreciable extent. Advantage was unfortunately taken of the ease with which money could be obtained and of the popularity of Canadian securities in Great Britain by certain individuals on both sides of the Atlantic to exploit the London market with securities of a doubtful nature, to their own advantage, and some of these enterprises, owing to over-capitalization or incompetent management, or both, have met with disaster, causing suspicion to be cast on many undertakings of a thoroughly sound character seeking capital. There has been a collapse of the land speculation in the West of which I have spoken. Municipal expenditure has been restricted to actual necessities and with due regard to the ability of the municipality to find a market for its securities. In this connection, it may be noted that the American market has relieved the situation in London and in Canada by purchasing, in the first ten months of the year, a sum of no less than $29,000,000 of our municipal, industrial, corporation and public utility bonds, without taking into consideration an amount difficult to estimate sold through Canadian brokers.

PROVINCE OF ONTARIO.

Viewing the country by sections, in the Province of Ontario the year, as a whole, may be said to have been satisfactory. Crops have been a full average and the farmers prosperous.

Manufacturing industries in general have had a fair year and a considerable amount of American capital is coming into the province. The rural population, unfortunately, continues to slowly decrease, while among the cities, Toronto, with a present estimated population of 488,000, shows an estimated increase of 63,000 souls.

THE ANNUAL REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1913:

Balance of Profit and Loss Account, 31st October, 1912		$ 802,814.94
Profits for the year ended 31st October, 1913, after deducting charges of management, and making full provision for bad and doubtful debts		2,648,402.86
		$3,451,218.80
Dividend, 2½%, paid 1st March, 1913	$ 400,000.00	
Dividend, 2½%, paid 1st June, 1913	400,000.00	
Bonus, 1%, paid 1st June, 1913	160,000.00	
Dividend, 2½%, paid 1st September, 1913	400,000.00	
Dividend, 2½%, payable 1st December, 1913	400,000.00	
Bonus, 1%, payable 1st December, 1913	160,000.00	
	$1,920,000.00	
Provision for Bank Premises	485,000.00	
		$2,405,000.00
Balance of Profit and Loss carried forward		$1,046,217.80

Since the last Annual Meeting, Branches have been opened at points in the following provinces, viz.:—

In Quebec—Bleury Street (Montreal), Notre Dame de Grace (Montreal), Windsor Street (Montreal).

Ontario—Schreiber, St. Catharines, Queen Street East (Toronto), Welland.

North-West—Dauphin, Man., Prince Albert, Sask.

British Columbia—Alberni, Lumby.

London, England—Waterloo Place, Pall Mall.

The Branches at Suffield, Alta., and Sapperton, B.C., have been closed.

The Branch at Gretna, Man., destroyed by fire, was not re-opened.

The Shareholders are aware that the Bank Act has been under revision for some time past, and a new Act, as revised, went into force on 1st July, 1913. The main changes are:—

In the published statements the condition of the Bank is shown in greater detail than formerly.

The establishment of "Central Gold Reserves" where the Bank can deposit gold or Dominion Notes and increase its circulation by a similar amount when necessary.

Under Section 56 of the new Act you are required at this meeting to appoint Auditors for the Bank and to vote the amount of their remuneration.

With deep regret the Directors have to record the death of Mr. James Ross, who had been a member of the Board for nearly fourteen years. The vacancy caused thereby was filled by the election of Mr. William McMaster.

The Directors have also to record with much regret the resignation of Mr. R. B. Angus as President of the Bank, owing to his advancing years. His association with the Bank will, however, be continued as a Director.

Mr. H. V. Meredith was elected to succeed him as President, remaining also Chief Executive Officer.

All the offices of the Bank, including the head office, have been inspected during the year.

(Signed) H. V. MEREDITH,
President.

Bank of Montreal, 1st December, 1913.

THE GENERAL STATEMENT.

The general statement of the position of the Bank on October 31, 1913, was read as follows:

LIABILITIES.

Capital Stock		$ 16,000,000.00
Rest	$ 16,000,000.00	
Balance of Profits carried forward	1,046,217.80	
	$ 17,046,217.80	
Unclaimed Dividends	250.50	
Quarterly Dividend, payable 1st December, 1913 $400,000.00		
Bonus of 1% payable 1st Dec., 1913 160,000.00		
	560,000.00	
		17,606,468.30
		$ 33,606,468.30
Notes of the Bank in circulation	$ 17,061,665.00	
Deposits not bearing interest	45,134,956.54	
Deposits bearing interest	144,437,882.33	
Balances due to other Banks in Canada	519,808.13	
Due to banks and banking Correspondents elsewhere than in Canada	583,130.65	
Bills Payable	919,308.65	
		208,656,751.30
Acceptances under Letters of Credit		2,523,824.95
		$244,787,044.55

ASSETS.

Gold and Silver coin current	$ 11,015,339.47	
Government demand notes	11,149,460.25	
Deposit in Central Gold Reserves	1,000,000.00	
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation	790,000.00	
Due from banks and banking correspondents elsewhere than in Canada	$ 6,126,729.75	
Call and Short Loans in Great Britain and United States	51,240,795.02	
	57,367,524.77	
Dominion and Provincial Government Securities	530,880.74	
Railway and other Bonds, Debentures and Stocks	12,403,169.79	
Notes and cheques of other banks	9,443,052.22	
		$103,699,427.24
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	128,935,567.24	
Loans to Cities, Towns, Municipalities and School Districts	5,227,905.74	
Debts secured by mortgage or otherwise	285,281.83	
Overdue debts not specially secured (loss provided for)	115,037.55	
		$134,563,792.36
Bank Premises at Montreal and Branches		4,000,000.00
Liabilities of Customers under Letters of Credit (as per Contra)		2,523,824.95
		$244,787,044.55

H. V. MEREDITH,
General Manager.

PROVINCE OF QUEBEC.

General conditions throughout the province have been good. Crops have been up to average. Hay, the chief crop, turned out better than at first anticipated, and other crops have been satisfactory, both as to quantity and price. Among manufacturing industries, the cotton industry has had a good year. Other manufacturers have hardly done so well. The year has been a good one for lumber, both as regards demand and price, and it is anticipated that the recent removal of the United States duty should further increase the profits of the business. It is thought not unlikely that one result of the removal of the duty will be to give a further impetus to the increasing proportion of lumber shipped to the United States instead of Great Britain and Europe. Pulpwood and paper shipments have been large, both from Canada and Newfoundland. With regard to this industry, it would be well that care be exercised in order that production may not exceed the demand.

MARITIME PROVINCES.

General conditions throughout the Maritime Provinces for the past year have been uniformly satisfactory. The farmers have had a favorable year and all crops, apart from fruit, have been above the average. The fishing has been good, with higher prices, and the lumber cut was fair, and prices, on the whole, satisfactory. The output of the coal mines has exceeded all previous records; and the tonnage of pig iron produced was 25 per cent. greater than last year. Manufacturing industries generally have had an output up to the average. Railway building has not been extensive, but large sums are to be expended in providing terminals at St. John and Halifax for the Intercolonial Railway and in establishing a car ferry with Prince Edward Island.

In Newfoundland the high prices obtained for fish have induced a period of prosperity. The building of branch lines of railway, the development of the mining of iron ore at Belle Isle, and the growth of the pulp and paper industry have all improved conditions.

NORTH-WEST PROVINCES.

Although business affairs are rapidly becoming more diversified, the production of wheat and other cereals is, of course, first in importance. The crop this year has been larger in quantity and better in quality than ever before, but the price at present is somewhat lower than at the corresponding date last year. The comparative crop figures are:—

	1912 Bushels.	1913. Bushels.
Wheat	183,000,000	190 to 195,000,000
Oats	221,000,000	240,000,000
Barley	26,000,000	28,000,000
Flax	21,000,000	15,000,000

and the estimated value of the 1913 crop is $209,000,000, against $192,000,000 in 1912.

The immense additions to mileage made by the Railway Companies, especially the Canadian Pacific Railway, in double-tracking and terminals and rolling stock, have enabled this enormous crop to be delivered with unprecedented rapidity. The rapid growth of population and the springing up of new towns have continued. The population of the three North-West Provinces, according to the census of 1911, was about 1,300,000, and is now placed at 1,600,000, and the immigration generally is a high-class, a satisfactory feature being that two-thirds of the population are rural.

The method of harvesting the North-west crops will in time, no doubt, be reduced to a more systematic basis. In past seasons farmers have rushed their wheat to market in the short period intervening between harvest and the close of navigation on the Great Lakes, thereby producing more or less congestion of the markets, to their own loss. An amelioration of this condition has begun by the provision of greater storage accommodation, not only at the lake ports, but what is more to the purpose, at interior points, where the Government, as well as private corporation and individuals, are proceeding with the erection of elevators at the principal grain producing centres. In this way, local markets will be created for the farmers where their grain can be readily disposed of. Mixed farming continues to be an urgent need of the Northwest. I am pleased, however, to observe a betterment in this respect. From the figures which have been furnished me, there has been an increase in the past five years of 640,000 in the number of horses, cattle, sheep and swine. It is a matter of regret that the returns from the other provinces do not exhibit a similar satisfactory increase, but rather a diminution.

BRITISH COLUMBIA.

The province generally has not been as prosperous as in 1912. The salmon fishing season has been a good average and the pack has been sold at remunerative prices. The same may be said of the halibut and herring fishing, and the free admission of British Columbia fish to the United States will be of advantage to the trade. Conditions in the lumber trade have been very unsatisfactory. The prairie demand has been poor and the prices so much lower than in 1912, that it is a question if many of the mills have made money. The foreign lumber trade has fallen off both in volume and in price, and the free admission of lumber to the United States is not likely to be a much benefit, as the lumbering states on the American side of the line can supply their own market. Mining has probably given the most satisfactory results of any industry in the province, the product of the mines increasing in value $9,000,000 over the preceding year. The total mineral output was over $32,000,000, of which coal and copper contributed respectively, say, $9,000,000 and $8,000,000. Crops have been good and prices satisfactory. The fruit industry in the Okanagan and other districts has realized higher prices and market arrangements have been improved. New Railway construction has only been undertaken to a moderate extent, and new power development has consisted chiefly of extensions, designed to supply the City of Vancouver. The stringent money conditions which have existed throughout the year have checked new enterprises of all kinds, especially municipal undertakings, and the probability is that there will be considerable unemployment during the coming winter.

MEXICO.

In Mexico, general conditions continue to be disturbed, and the outcome is impossible to predict. We feel that our interests there are in safe and capable hands.

WORDS OF CONFIDENCE.

My last words are of counsel and confidence. The finger of conservatism. While the financial sky remains clouded over in Europe, we shall do well to hasten slowly. It is not a time to attempt enterprises of a speculative nature, nor to undertake new commitments prior to the financing thereof, and an accumulation of stock by merchants and manufacturers should, as far as possible, be avoided. The excellent harvest, particularly in the Northwest, should do much towards liquidating debts and ameliorating the situation, but it seems probable we will be compelled to pause awhile in the wonderful progress of expansion of the last ten years. On the other hand, the commercial condition of Canada is fundamentally sound. Business as a whole, as I have said, continues good. Our vast natural resources have scarcely been scratched. Immigration is large, railway construction active, new territory and new resources of wealth are being steadily opened, the confidence of British and foreign capitalists in our country is unabated. A temporary halt can only refresh Canada for yet greater achievements.

Mr. R. B. Angus seconded the motion for adoption of the report, which was carried unanimously.

The Chairman stated that, under the provisions of the new Bank Act, it would be necessary for the meeting to appoint three auditors.

Mr. C. R. Hosmer thereupon moved, and Mr. Huntly Drummond seconded, that there be appointed three auditors of the Bank to hold office until the next annual general meeting, and that this meeting do now proceed to their nomination and appointment.

Mr. C. B. Gordon moved, and Mr. Wm. McMaster seconded, that the remuneration of the auditors to be appointed be not more than $15,000, to be divided equally between them (or to be otherwise divided as may be thought best).

The following nominations were made: By Mr. J. B. Learmont, Mr. George Hyde, C.A., of Montreal; by Mr. G. L. Ogilvie (in the absence of Mr. Bartlett McLennan), Mr. J. Maxtone Graham, C.A., of Edinburgh; by Mr. W. B. Blackader (in the absence of Mr. W. Stanway), Mr. James Hutchison, C.A., of Montreal.

Mr. Meredith mentioned that he would deposit one ballot, representing the directors and other shareholders who had sent him their proxies, which was all that would be necessary, unless any shareholder wished to deposit a ballot himself. The ballot was unanimous.

It was moved by Mr. J. B. Learmont and seconded by Dr. H. B. Yates, that the thanks of this meeting be presented to the President and Directors for their attention to the interests of the bank.

Mr. R. B. Angus, in reply, on behalf of the President and Directors, expressed in a few well-chosen words their appreciation of the thanks tendered them.

Mr. David Morrice moved that the thanks of the meeting be given to the General Manager, Assistant General Manager, the Superintendents, the Managers and other Officers of the Bank for their services during past year. In speaking to the motion, Mr. Morrice expressed in the highest terms his appreciation of the Bank officials he had met in his long experience, covering a great part of the country, and said he had no hesitation whatever in presenting this motion rendering thanks to the Management and Staff of the Bank.

Mr. D. Forbes Angus seconded the motion, which was carried unanimously.

Mr. William H. Evans moved, and Mr. Charles Chaput seconded, "that the shareholders at this annual meeting of the Bank of Montreal learn, with deep regret of the resignation of Mr. R. B. Angus from the Presidency of the Bank, and desire to express their keen appreciation of his long and faithful services in the interests of the Bank. The Shareholders, however, sincerely hope that Mr. Angus will co-operate with his co-directors for many years to come."

Mr. Chaput, in seconding, said that the motion was a well-deserved compliment to Mr. Angus.

Returning thanks, Mr. Angus said: "I thank you for that expression of your goodwill."

Mr. Braithwaite said that he desired, on behalf of the Staff, to thank the shareholders for the very kind expression of appreciation of their services, and he thanked Mr. Morrice especially for the very kind words he had spoken. The prosperity of the Bank must always be to a large degree depending upon the outside managers and the rank and file officers of the Bank. "I can assure you," he added, "of my own knowledge of the absolute loyalty and devotion of the staff to the interests of the Bank and of the hard work done by them. I cordially thank you, and assure you that you have a staff second to none."

ELECTION OF DIRECTORS.

The result of the ballot for the election of Directors was declared by the Chairman as follows: Messrs. R. B. Angus, D. Forbes Angus, A. Baumgarten, Huntly R. Drummond, C. B. Gordon, E. B. Greenshields, C. R. Hosmer, Sir William C. Macdonald, Hon. Robert Mackay, Messrs. Wm. MacMaster, H. V. Meredith, D. Morrice, Sir Thomas Shaughnessy, K.C.V.O.; Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O.

The meeting then terminated.

At a subsequent meeting of the Directors the following officers were elected: Hon. President, Lord Strathcona and Mount Royal; President, Mr. H. V. Meredith.

Character—The Ruby Stone.

¶ Somewhere in one of his essays, Emerson refers to the fact that the ruby stone is formed by a process requiring millions of years—a period of time in which the Andes and the Alps, by comparison, come and go like the rainbow.

¶ Character is like the ruby stone. Each of us is a builder; a builder of habits, a builder of ideas, ideals, ambitions, hopes, fancies and builders of character. Character is a composite of many things; it is the unit or the form of the individual . Character is developed through experience. It represents the individual after having gone through the crucible of experiments, tests and temptations.

¶ The ideas and ideals we hold each day are molding our character into positive form. Character represents the best in man after it has gone through a long and determined process of refinement. The fact that we have certain beautiful aspirations, the fact that we hold certain beautiful ideals, is gradually transforming each of us into the very thing to which we work and aspire. The process of character-building is the most tedious, yet the most beautiful, thing in the life of the individual—a still more highly refined process than that which forms the ruby stone.

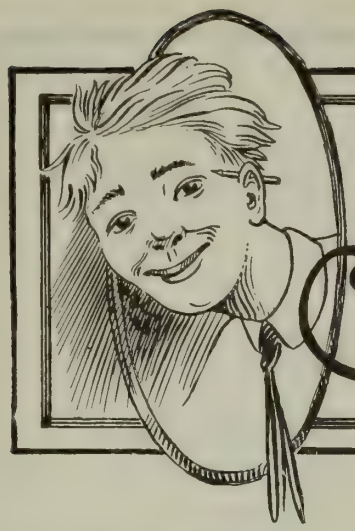
¶ The average man goes into business, not so much to make money as he does to expand, to grow, to evolve. The business man is a builder. He is restless, prompted by a desire to do, to act, to work, to be on his way. The man who is dishonest in business gives us an example of energy run amuck. We know a man by the kind of shop, store, factory or place of business he runs. His character shines out through his business affairs. It is written in the way he keeps his desk, the attitude of mind he holds toward his employees, in what he is wont to do for his customers, in the integrity he observes in all his business transactions with other men.

¶ Character building is building for all time. Men die and pass away. But character is like the ruby stone. It is the most precious, the most beautiful, and the most to be desired of all things. Mind you well the little things—watch you with care the tendencies which spring up mushroomlike here and there in your every-day conduct to destroy character. Remember, you are a builder; character is all you have, all that you can leave that will not pass away.

¶ Character is the monument you leave for those who follow after you. It is the measure of what you have been, of what you have said and believed; the measure of the truths you have discovered and made a part of you and your conduct. Character is the measure of your sincerity, the measure of the company you have been to yourself; and we know a man by the kind of company he keeps—when he is alone. Character is the monument you make and mold through having worked and lived. It is the ruby stone of your beautiful fancies, of your divine moments, the ruby stone of your better self.

Efficiency

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THE JUNIOR CLERK'S PAGE

TO PUT ROPE SHANK ON HALTER.

Hardware clerks are often called upon to put a rope shank on a halter. In some stores there are only one or two men who know how to do the job, and if they are busy the customer is kept waiting.

H. L. Griffith, of G. L. Griffith & Son, Stratford, Ont., manufacturers of halters, has supplied Hardware and Metal with information which will be useful to clerks when they are called upon to put a rope shank on a halter:

"Cut about 7 feet of rope from coil (half-inch is the best size), put a number one pig ring around one end and opening the other end about four inches up, run this end through. Then open the long end and put the short end back through. This is stronger than a regular splice, and three times as quick—yes, five times quicker. You can fasten the end of splice down with a number three hog ring to make a neater job. Remember this—don't put the same end through twice. The long end through the short end—then the short end through the long end. Your customers will appreciate this little bit of help, and it will aid you in selling more halters."

ANSWERING PHONE CALLS.

A discourteous phrase used by a telephone operator caused the loss of a $3,500 order recently, says a daily paper. When the customer called up the firm, the girl attendant, instead of asking the customer's name in a tactful way, "May I have your name?" or, "Who is speaking, please?" put the point-blank question, "Who are you?" The response was, "I'm a man who is through buying from your house until I can have respectful treatment."

One suggestion that would help the telephone situation as between the caller and the operator has often been made, but needs repetition. It is that the operator should give the name of her firm at once, instead of saying "Yes" and thus necessitating an unnecessary question as to the identity of the firm. It saves a lot of time for an operator to say "Brown & Jones" at once in response to a call, instead of requiring the customer to say it as an interrogation.

A WORD FROM ELBERT.

If you work for a man, in Heaven's name work for him. If he pays you wages that supply your bread and butter, work for him—speak well of him—stand by him—stand by the institution he represents. If put to a pinch, an ounce of loyalty is worth a pound of cleverness. If you must vilify, condemn and eternally disparage, why not resign your position? And when you are outside, damn to your heart's content; but as long as you are part of the institution, do not traduce it.—Elbert Hubbard.

THE EXTRUSION PROCESS.

The extrusion process as carried on today in brass rolling mills is the application of an old method to the brass industry. It is a modification of the old process of making lead pipe which has been in use for many years, and is an extrusion process pure and simple. In the manufacture of lead pipe, the lead, either cold or slightly warm, is forced out of an orifice by means of a powerful hydraulic press, and a core inserted in this orifice produces the hole in the pipe. In the extrusion process, as practised in the brass industry, a brass mixture, which is soft while hot, is forced out of an orifice while in the heated condition and the shape of the die, through which the brass is forced, determines the cross-section of the rod.

The only difference, therefore, between the lead pipe machine and the extrusion machine is that the lead pipe is forced out cold and the brass is used red-hot. It will be seen, therefore, that there is no difference, and this is why there were no basic patents on the machine and why the only patents that have been granted have been upon minor parts of it, principally the "container," which is the head holding the die through which the metal passes. This container is really the essential portion of the machine, and is one upon which nearly every company which carries on the process has patents. The hot billet that is extruded must necessarily be protected from rapid cooling while the ram of the hydraulic press is brought to bear upon it and forces the metal from the die. The use of non-conducting material and a special construction of the container are necessary to bring this about.

At the present time the extrusion process seems to be limited to the very high brass alloys that are quite soft while hot. Ordinary brass is not malleable while hot, and the low brasses and bronzes are quite hard while red hot; but, strange to say, the brasses which are the hardest while cold are the softest while red hot, and such brasses lie between 50 and 60 per cent. copper, and it is these brasses which are used for making extruded brass rods. A favorite mixture for this purpose and one almost exclusively employed is:

Copper	55%
Zinc	45%

This mixture, although hard and stiff while cold, is as soft as lead or even softer while hot, and extrudes readily in the extrusion machine. By the use of this mixture, therefore, not only is a soft alloy obtained while hot, but one that is cheap, and in addition a very strong and stiff rod is produced. Small amounts of foreign metals, such as lead, iron, tin or nickel, do not appreciably affect the hot working properties of this mixture, so that scrap can be employed without danger. In fact, some brass rolling mills utilize their washings in this manner.

Concerning the low brasses (which are malleable while hot) and the bronzes, little progress has been made with them. Although rods and even tubes have been made from them, they have been found too hard while hot to work satisfactorily in the extrusion machine, and the 55 and 45 mixture is used.—Brass World.

An Electrical Xmas



During the coming festive season, electrical gifts will be very popular. They are suitable for the whole family. The electrical line of heating and cooking devices cannot be equalled in suitability as Christmas gifts. A few of the gifts we suggest are:



ELECTRIC TOASTERS	$ 5.00 each
ELECTRIC IRONS	5.00 each
ELECTRIC GRILLS	8.00 each
ELECTRIC PERCOLATORS	15.00 each
ELECTRIC CHAFING DISHES	15.00 each

The Smith Hardware Co.

120 Main Street, - - - - Phone 200

Gifts for Young People

Let us help you solve the perplexing problem of Xmas gift selecting. Our stock is replete with suitable gifts among which are:—



SPRING OR HOCKEY SKATES	50c to $8.00 pair
TOBOGGANS	$2.00 to $6.00 each
HAND SLEIGHS	35c to $2.00 each
SNOW SHOES	$2.50 to $5.00 pair
HOCKEY STICKS	15c to 50c each
POCKET KNIVES	25c to $3.00 each
RIFLES	$2.00 to $8.00 each
WORK BENCHES	$6.00 to $15.00 each
TOOL KITS	$5.00 to $8.00 each
SEWING SETS	$2.00 to $5.00 set

THE SMITH HARDWARE COMPANY

120 Main Street Phone 200

Suggestions for Christmas Advertisements.

Current News of the Hardware Trade

Paint Co. Expands.

Victoria, B.C.—The British America Paint Co. have increased their capitalization, and propose to open branches in Edmonton and Calgary. The present plant in Victoria will also be enlarged.

Opening New Store.

The Adamson Hardware Co., Orangeville, Ont., opened their new store this week. The new store is a model in many respects, and has several up-to-date features.

Open Canadian Office.

Graton & Knight Mfg. Co., manufacturers of leather belting, have rented space in the Unity Building, Montreal, which they will fit up as an office and warehouse. A full line of their goods will be carried in stock, and the new office will be in charge of F. G. Hickey.

Fire Losses.

Vancouver, B.C. — The Canadian Westinghouse has suffered loss by fire.

Montreal, Que.—F. Nicholas & Co., electrical supplies, have suffered a fire loss.

Medicine Hat, Alta. — McClelland Wright & Co., plumbers, have suffered a fire loss.

Death of O. G. Carscallen.

Toronto, Ont.—Oswald Gurney Carscallen, manufacturers' agent at 92 Adelaide Street W., Toronto, died on Nov. 31 in his forty-fifth year. The deceased, who was a son of the late Henry Carscallen, K.C., M.P.P., Hamilton, was born in Hamilton, and while in business there he was vice-president and secretary-treasurer of the Gurney-Tilden Foundry Co.

Moved to Larger Quarters.

The Toronto branch of the Canadian H. W. Johns-Manville Co., Limited, announces its removal to more spacious quarters at No. 19 Front Street East. This new store and warehouse has a floor area of approximately 35,000 sq. ft., and is situated in the heart of the wholesale district.

New Firms.

Laprairie, Que.—Girard & Vanier, hardware, plumbers, etc., have registered. The members of the firm are Stanisias Girard and Josephus Vanier.

Dinsmore, Sask.—Louis Johannson has started a tinsmith shop.

Port Arthur, Ont.—The last number of the Ontario Gazette gives notice of a charter granted to the following: Elijah Lou Devereaux, Ernie Leonard Obergh, merchants; Nita Scott Devereaux, Grace Bessie Devereaux and D. J. Cowan, barrister, all of Port Arthur, for the purpose of carrying on a general retail and wholesale hardware business in the districts of Nipissing and Thunder Bay. The authorized capital is $40,000 in $100 shares, and it is to be all subscribed and held by the promoters. The name of the new concern is to be "Port Arthur Hardware, Limited," and the head office is to be in Port Arthur. The concern is to start active operations as soon as possible and already premises have been acquired in Port Arthur. The site, however, is not given out at present. The officers of the new company will be selected among the promoters.

Companies Incorporated.

The National Drop Forge Co., Ltd., Levis, Que., capital $49,000, to carry on in all its branches the business of drop forging, in general and manufacturing saws, or any business of a like nature.

Fire Losses.

Pincher Creek, Alta.—Jackson Bros., hardware and harness, have suffered a fire loss.

Edmonton, Alta.—Fire in the McKinney Block did considerable damage to premises of the Otis-Fenson Elevator Co.

Business Changes.

Calgary, Alta.—Leitch Bros. have discontinued their hardware business.

Victoria, B.C.—R. A. Brown & Co., hardware, are reported having dissolved.

Aylmer, Ont.—A. Newton, hardware and grocery, has been succeeded by J. H. Lindsay.

Prelate, Sask.—B. M. Hill has disposed of his hardware store to Doughty & McLagan.

Toronto, Ont.—Boden & Galbraith, tinsmiths, have dissolved partnership, G. W. Boden continuing.

Edmonton, Alta.—The plumbing department of the Acme Co. has been taken over by Wm. Corse.

Waldeck, Sask.—Schwartz & Co., hardware, groceries, etc., have sold their business to Peters & Janzen.

Morse, Sask.—J. L. Karlezig has purchased the hardware business formerly owned by J. J. Williams.

Vancouver, B.C.—Thos. Oliver is discontinuing his hardware business here, and removing his stock to Trail, B.C.

Straffordville, Ont. — Chas. Caswell, hardware merchant, has taken his son Wallace into partnership. They intend to open a garage to do repair work and sell auto supplies, etc.

Ottawa, Ont.—The Capital Hardware Co. have been succeeded by The Plaunt Hardware Co.

Melfort, Sask.—Dawson McEwan Co., hardware and implements, have been succeeded by H. P. Naylor.

Personal Notes.

The death is announced of K. B. Holland, Ottawa, Ont., dealer in mica.

The death took place in Quebec, Que., of Mrs. J. B. Morin, proprietress of the J. B. Morin tinsmith business.

Chas. Landers, hardware merchant, of Oshawa, was a visitor in Toronto this week.

Fred Howes, formerly in the hardware business in Listowell, Ont., has joined the staff of the McCormick Harvester Co.

The death occurred in Hamilton, Ont., of Frederick H. Skerrett, sporting goods dealer. The deceased was 38 years of age.

H. J. McCann, purchasing agent of the Dominion Steel Corporation, has returned to Sydney from a trip to the West.

E. W. Knight, manager for Frankel Brothers, Toronto, dealers in metals, left this week for England, and will not return until February.

F. Clover Hatch, representative of the Martin Manufacturing Company, of Whitby, Ontario, was calling on the trade in Montreal this week.

Sir Phillip Watt, who is interested in the Armstrong Whitworth Co. of Canada, Ltd., was in Montreal this week, accompanied by John Noble.

Wallace Buell, formerly sal s manager of the Dominion Iron and Steel Co., died last week at Greenwich, Conn. He left the employ of the Steel Co. in 1903.

Karl Dreyer, formerly employed in Otton & Hamblys hardware stores. Barrie, Ont., has left for Cobalt, Ont., to take a position with a hardware firm in the latter place.

Arthur Baldwin has severed his connection with the Canada Iron Corporation, St. Thomas, and has taken a position with the Dominion Wheel Foundries, Ltd., Toronto.

Rubber Company for Brantford.

The United Rubber and Reclaiming Co., capitalized at $350,000, will locate in Brantford, Ont. A site has been secured in the East Ward between the factories of the Ham & Nott Mfg. Co. and the Brantford Oven & Rack Co. A building 250x60 ft. will be erected and construction work will be started early in the spring.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

The unseasonable weather is having a bad effect on business. Lines which are usually good sellers at this season are moving slowly. A cold snap would be welcomed by practically all branches of the trade.

The metal markets are quiet and several price declines have been reported.

The stove trade is quiet for this season of the year, and no great improvement is expected until the advent of cooler weather.

Paint manufacturers and jobbers are busy and trade in ready-mixed paints and interior finishes is holding up exceptionally well. An advance of two cents per gallon has taken place in Toronto quotations on linseed oil.

A good volume of business is passing in electrical devices suitable for Christmas gifts.

MONTREAL.

Montreal, Dec. 3, 1913.—The weather still persists in being very unseasonable, and no doubt it has had quite an effect on some lines in the trade, although it cannot be said that business is dull. Some lines, which are generally very active at this time of the year, are not moving as they should, but the Christmas rush has offset this falling off to some extent. We experienced quite a snowstorm on Friday last, and the weather was quite a lot colder until Saturday, when it started to get milder, with the result that it is once more like spring. This, of course, had a good effect on snow shovels for the time being, and quite a number of orders were received for small lots, but this demand fell off again with the disappearance of snow, with the result that the snow shovel business is once more at a standstill. Local dealers look for a big demand in this line about this season of the year, and naturally the weather is the cause for their disappointment. The weather conditions are also responsible for the scarcity of repeat orders for seasonable lines, such as skates and hockey sticks.

The Christmas demand is not yet satisfied, and such lines as plated ware, cutlery, electrical devices (irons and toasters), and safety razors are moving out in large quantities. Of the above mentioned articles toasters are claimed to be in the limelight. Apart from this business orders being received are mostly of a sorting up nature.

Collections are about the same as last week, with perhaps a little easier tone. Farmers seem to be making payments out West, and it is the opinion of many that the tightness of money, which has been a great drawback to business lately, will be much better from now on. Of course, we must not overlook the fact that a lot of people have been investing in real estate during the past couple of years, with the result that the speculator, who has been depending almost entirely on the banks, is feeling this depression the worst of anyone. The banks have closed down on speculative prospects, but it must be said that there is little trouble for a man to get money if he has a good sound proposition. By this statement we do not wish to convey the idea that conditions have taken a sudden turn, but day by day things are getting easier, although it will take some time before they get back to their old footing.

At the present time local dealers are finding it quite difficult to base their requirements for next season's supplies. In order to secure prompt delivery these orders are generally placed at this season of the year.

The price of washers has been reduced by an additional 5 per cent. discount being allowed. The discount now in effect is 45 per cent. Enamelware is still very much in the limelight, and the demand, which has been very brisk, still keeps up.

Snow shoes are quoted by Montreal dealers as follows:

10 in. x 33 in., per pair.....	$1.80
11 in. x 36 in., „ „	2.10
12 in. x 42 in., „ „	2.40
14 in. x 42 in., „ „	2.75
Ash skis, Hagan harness, per pair	7.50

Stock demand is very good for galvanized sheets. It appears that small stocks were put in during July and August, when prices were ruling high, with the result that these orders were not large enough, and stocks have had to be replenished. The demand for Canada plates is also considered very fair for this season of the year. A reduction in tin plates is made this week of $1 per 100 pounds.

The Metal Market.

The metal market has been very quiet In most cases metals show a decrease on the primary markets. Several declines have taken place on the local market this week, they being in copper, spelter and solder.

Tin.—The London quotation for tin to-day is £176 10s, while futures are quoted at an advance of £1. The first quotation is £3 10s. less than the price quoted last week, and is attributed to a very quiet market, with practically no demand from buyers. Locally, no enquiries have been received, and as a result tin plates have been reduced $1.00 per 100 pounds, the present price being $45.00. The quotation from New York is also under last week by 65 cents ,and the market there is quoting $38.70 for spots, while $39.00 is asked for futures. That market is dull.

Spelter.—The London quotation today is £20 12s. 6d., or an advance of 2s. 6d. over last week. The demand can only be termed fair, notwithstanding the fact that prices remain firm. This week's price is the same as that quoted a few weeks ago. The New York quotations for prompt shipments are $5.20 to $5.30, with retail lots selling for $5.50. Sellers ,however, are shading prices a little for futures.

Lead.—£17 15s., or a further decrease of 15s., is the quotation received from London. This market is weak, according to reports received from all the large centres. Local prices, however, remain unchanged. The consumption of lead is not nearly so great owing to building operations having dropped off. Report from New York states that the market is dull, with prices unchanged at $4.25 for spots, while futures are quoted at the same figure.

Copper.—Local prices show a further decrease from last week of 75 cents per 100 pounds for casting ingots. The market is weak, and no demands are being made. London quotes £66 for prompt shipments, while futures are quoted £1 5s less. New York prices are from $14.37½ to $14.50. The price quoted last week was $14.62½, so that it can be seen that the demand everywhere has fallen off.

Antimony.—This market remains unchanged. The demand is very light and prices remain the same.

Iron.—This market has also fallen a few points since last week, and the Lon-

don quotation this week of 47s. 1d. is lower by 2s. 2d. than the quotation in the last issue of this paper. There was a slight rise in prices during the last week, but they fell off at the end. The demand is very light locally, with prices remaining unchanged.

The Stove Market.

The stove business remains about the same, although some dealers report that they have been kept busy and seem quite satisfied. On the other hand, there are dealers who claim that business is very quiet. Quite a number of furnaces are reported to have been sold, although this business is almost at a standstill now, other than a general repair demand.

TORONTO.

Toronto, Dec. 4.—Business with the hardware and stove trade is only fair. The unseasonable weather has had a bad effect on business, and lines which are usually good sellers at this season of the year are practically at a standstill.

Owing to the absence of the cold weather usually experienced at this season the public have been trying to get along without lines which they would purchase readily if the weather were more seasonable.

A few snowfalls and a cold snap of some severity would greatly stimulate purchasing of Christmas and winter goods.

Decline in Copper.

Toronto quotations on copper are now 16.25 per 100 lbs., which is a lower price than has lately prevailed. Other metals are unchanged, and only a moderate amount of business is passing.

Stocks are low and buyers are purchasing only for immediate needs.

The demand for iron and steel products is light. Although trade in metals has been rather slow, and the metal market apparently very weak, metal merchants are optimistic regarding the future.

Credits are being watched closely, and there have been quite a number of requests for extensions of credit.

The Stove Trade.

Stove dealers and manufacturers would greatly welcome a cold snap of some severity. The fear has been expressed by some dealers that if we do not experience a severe cold spell before Christmas the chances are that a large number of people will put off the purchasing of their stoves for another year.

All branches of the trade admit that the stove business is not as brisk as might be desired.

The continued mild weather has had a bad effect on business. During the early part of last week stoves began to move freely, but the movement only lasted for a few days. In Toronto there has been practically no snow or cold weather so far. Some sections of Ontario have been visited by snowstorms, which helped business to some extent.

While the orders now being received by stove manufacturers are not heavy, their size does not mean that trade with the retailers is dead. Most of the retailers had stocked up heavily in anticipation of a heavy fall trade in stoves. Booked orders for August shipment this year were exceptionally heavy, and reorders will not be numerous until the retailers have moved a large portion of the stock on hand.

Furnaces.

Despite the fact that building operations have been curtailed to a great extent this season, there has been a steady demand for furnaces. While the demand has not been heavy, it has continued steady.

Gas and Oil Stoves.

There is a continued steady demand for gas ranges and small gas heaters. Retailers in many cases are stocking and selling gas ranges all year round.

Small coal oil heaters have also been in active demand. A good many people not caring to have big fires in their stoves or furnaces on account of the mild weather, have resorted to the small oil heater as a means of securing a moderate amount of heat for heating rooms, etc.

Stove Accessories.

Ash sifters, stove pipe, stove boards, stove clay, dampers, flue stoppers, stove linings and repair parts have been in heavy demand, as is usual at this season of the year.

Enamelware and Tinware.

Enamelware, aluminumware, and tinware are in fair demand. No price changes have occurred on any of these lines.

Brass Goods.

With the approach of Christmas the demand for brass goods is becoming more apparent, and ready sale is being found for such lines as brass coal hods, fire sets, tongs, fenders, screens, jardinieres, and many lines of brass novelties.

Ropes and Twines.

Quotations remain unchanged, as shown in current market quotations. There is only a limited amount of business being done at present, but this is the quiet season of the year.

Electrical Goods.

Retailers report that there is a very fair demand for electrical devices suitable for Christmas gifts. Although the demand from a retail standpoint is not what would be termed heavy, there is every indication that electrical devices will be good sellers during the next three months.

Christmas Goods.

Owing to the unseasonable weather, Christmas goods have not been selling as rapidly as they would, providing colder weather prevailed. The advent of snow and colder weather would cause a rush of Christmas shopping.

WINNIPEG.

Winnipeg, Dec. 2.—Wholesale hardware men and jobbers are giving more attention these days to getting money in than in pushing sales and trade is quiet with the exception of holiday goods for which there is a satisfactory sorting demand.

There is still a little building going on both city and country merchants are managing to dispose of a fair amount of builders' supplies which will reduce the amount of these goods to carry over.

A change of some importance is announced in a reduction in fork handles, the discount being raised from 35 to 45 per cent. off the list.

The scarcity in steel traps noted last week has been relieved by the receipt of ample supplies over the all rail route.

Retail merchants continue to place a fair amount of spring orders but it seems to your correspondent that it is a little early to predict a big expansion during the first half of 1914. There is considerable crop money now in circulation but the bulk of the season's crop has been disposed of and there is a spirit of retrenchment in the air that seems to indicate slow going in most of the western towns, perhaps more so in Winnipeg.

There will be, however, a year of very considerable activity in railroad construction and those best in the know are confident of a big influx of immigrants. No definite news can be obtained of any very heavy investments of capital in building for next year. It is, however, too soon to have news of plans in embryo.

There is still some business in heaters which might show considerable life if the weather should turn colder.

Seasonable quietness prevails in paints, oils, glass and metals.

Industrial Notes.

Toronto, Ont.—The Dominion Foundry Supply Co. have recently moved their offices from 20 Pearl Street to more commodious office and warehouse premises at the corner of Spadina Ave. and Richmond Street.

Vancouver, B.C.—The Morrison Nail and Wire Co. has obtained a new site on Lulu Island, on the north arm of the Fraser River, and is contemplating moving its Vancouver and Westminster works to this location.

COPPER AND LEAD PRODUCTION.

The summary report of the mines branch of the Department of Mines for the year ending December 31, 1912, has just been issued and contains information regarding the production of copper and lead in Canada as follows:

Copper.

There is practically no recovery of refined copper in Canada and the production is represented by the copper contents of smelter products, matte, blister-copper, etc., together with the amounts of copper contained in ores exported, estimated as recoverable.

The total production on this basis in 1912 was 77,775,600 pounds, valued at $12,709,311, as compared with 55,648,011 pounds valued at $6,886,998 in 1911, an increase in quantity of 22,127,589 pounds and in value of $5,822,313.

Quebec province is credited with a production of 3,225,523 pounds as against 2,436,190 pounds in 1911, the increase being due to the increased production from the pyritic ores of the Eastern Townships. Ontario's production in 1912 was 22,250,601 pounds, as compared with 17,932,263 pounds in 1911, being mainly derived from the nickel-copper ores of the Sudbury district.

Apart from the copper shipments from Dane, the most interesting occurrence was the payment made for copper in shipments from the Cobalt camp.

British Columbia had a record output of 50,526,816 pounds, having had a year of uninterrupted smelter operation free from strikes and other disturbances.

From the Yukon the Pueblo mine was a heavy shipper.

The New York price of electrolytic copper varied during the year between 13.75 cents per pound in February, to 17.60 in August, the average for the year being 16.341 cents as against an average monthly price of 12.376 cents in 1911.

The exports of copper in 1912 were: copper, fine in ore, etc., 76,542,643 pounds, valued at $8,800,276, and copper black or coarse and in pigs, 1,945,921 pounds, valued at $236,212.

The total imports of copper in 1912 were valued at $7,052,534.

Lead.

The total production of lead in 1912 was 35,763,476 pounds, valued at $1,597,554, or an average of 4.467 cents per pound, the average wholesale or producers' price of pig lead in Montreal for the year. In 1911 the production was 23,784,969 pounds, valued at $827,717.

The shipments were practically all from British Columbia mines in 1912, a small shipment being made from Ontario mines, but not paid for. Towards the close of the year the North American smelter at Kingston, Ontario, started operations.

In British Columbia the resumption of active operations at the Blue Bell and the activity of the Consolidated Mining and Smelting Company and a number of the more important purely mining companies have been factors in the increase.

The exports of lead in ore, etc., in 1912 are reported as 299,240 pounds valued at $8,193. No pig lead was exported.

The total value of the imports of lead and lead products in 1912 was $1,806,221, including pig lead, bars, sheets, tea lead, etc., valued at $1,202,001; manufactures of lead valued at $200,157; litharge and lead pigments, valued at $404,063.

The total value of the imports of lead and lead products in 1911 was $1,049,276, being pig lead, etc., $706,020; manufactures, $108,012, and litharge and lead pigments, $235,244.

The average monthly price of lead in Montreal during 1912 was 4.467 cents per pound. This is the producers' price for lead in car lots as per quotations kindly furnished by Messrs. Thos. Robertson & Co.

The average monthly price of lead in New York during the year was 4.471 cents and in London £17.929 per long ton, equivalent to 3.895 cents per pound.

The amount of bounty paid during the twelve months ending December 31, 1912, on account of lead production was $118,425.74, as compared with $219,557.70 in 1911.

PRODUCTION CURTAILED.

Cleveland, O., Dec. 4.—The Iron Trade Review to-day says:—

The production of pig iron was sharply curtailed last month and it is probable that there will be a still further reduction during the present month. The output for November was 2,230,099 tons, a loss of 309,825 tons compared with October. The November output was the lowest since February, 1912. The number of furnaces in blast October 31 was 244, and on November 30, 225, showing a loss of 19. Probably as many more will be blown out this month.

A similar inactivity is reported from steel plants and finishing mills and it is probable that many mills will close down for two weeks about the holiday season. Many mills are now operating at only half their capacity. In spite of these discouraging conditions, an optimistic feeling is entertained by many in the trade, who believe that the period of depression will not be greatly prolonged.

Hamilton, Ont.—The Brown Boggs Co., Ltd., have built a new foundry and converted their old one into a machine shop extension.

HER DADDY'S SAMPLES.

The accompanying cut shows the three-year-old daughter of H. M. Roblin, Brighton, Ont. Mr. Roblin has for several years, represented the Jas. Smart Mfg. Co. Brockville, in the capacity of heating engineer, selling the Kelsey generator in Eastern Ontario.



DORIS ROBLIN.

Mr. Roblin recently returned from a special trip to the Western Provinces and on arriving home he left his grips on the verandah.

His little daughter immediately took possession of the grips and took the model generator out of the sample case. The snapshot was taken by a friend in the hardware trade who happened to be present at the time.

Mr. Roblin is well known to the hardware trade in Eastern Ontario and is justly proud of his little daughter.

NEW OFFICE AND WAREHOUSE.

The Canadian Fairbanks-Morse Co. have just completed a large and modern warehouse and office building, at Montreal, situated on St. Antoine Street, not far from the C.P.R. offices. This building is of concrete construction throughout, and thoroughly up-to-date in every respect. Instead of the usual sample room floor and offices entirely separate, it is the company's intention to have two main sample room floors with offices combined, so that customers can see the goods they are intending to purchase at the same time as they are discussing them with the various departments. There will be a demonstrating room in the basement, so arranged that gasoline engines, motors, etc., can be seen in operation from the street. Among other features will be a customers' waiting room, and an internal water filtration plant.

Methods of Retailing Paints and Varnishes

The Public Now Want Prepared Paints

The Old Prejudice Against the Ready Mixed Variety Has Long Since Passed Away—People Now Do Not Buy According to Price Only.

Written for Hardware & Metal by a Canadian paint dealer.

"There has been a wonderful change during the past twelve or fifteen years in the attitude of the public regarding matters pertaining to the purchase of ready mixed paints."

Such was the remark made by a hardware and paint dealer a few days ago.

He went on to tell how a few years ago the majority of customers thought that 35 or 40 cents per quart was a high price for ready-mixed paints. A great many of them thought that all ready-mixed paint was about the same and that the cheaper paint would answer the purpose just as well as the more expensive variety.

Customers would often ask the question: "Why won't your cheap paint (meaning barn paint) at 90 cents per gallon answer the purpose just as well as the paint for which you charge $1.50 per gallon?"

At that time some of the syndicate stores selling principally chinaware, household goods, etc., carried some brands of specially prepared paint which they sold from 5 to 10 cents per quart lower than the well-known and well advertised lines carried by the hardware dealers.

The paint sold by these syndicate stores was undoubtedly a much cheaper grade of paint, but at that time it was a hard proposition to convince customers that our paint was worth 5 or 10 cents per quart more. To the majority of customers "paint was paint" and price appeared to be the main consideration.

There were also a large number of customers who were unbelievers in ready-mixed paints and many of them were not at all backward in telling you that they would not use ready-mixed paints at any price.

Their idea was that no paint could be purchased in prepared form which would equal the "lead and oil" mixed by hand. In many cases they were under the impression that all ready-mixed paints were adulterated and quite a number of painters encouraged them in this belief.

To-day we have an entirely different state of affairs and, while there are a few customers who still cling to their old beliefs, by far the larger majority have been won over to the use of the ready-mixed article, and owing to the educative campaigns carried on by the various branches of the trade from the manufacturer to the retailer, have come to realize that the hand-mixed product of the ordinary painter cannot be favorably compared with the paint made by the modern paint-making machinery.

Not only have customers learned the value of ready-mixed paints but we seldom hear kicks about the price similar to the ones we used to hear. To illustrate this point I will tell you of my own experience. I decided to clear out a certain line of paint of which I had a small stock and was carrying in addition to my regular line.

The paint I wished to clear out cost me almost as much as my regular line and retailed at the same price. I thought, however, that I would clear it out quickly and I offered it for sale at a price ten cents per quart lower than my regular line. In selling paints, my clerks and myself always showed both lines to our customers and always quoted the one line at ten cents per quart lower than the other.

We found that our plans did not work out as expected and when we quoted the prices, our customers, almost without exception asked us, "What is wrong with this paint when you are selling it so cheap?"

Unlike a decade ago the public are not now looking for cheap paint. They want good paint and are willing to pay a good price. The popularity of high-grade ready-mixed paints is rapidly increasing and will continue to increase. In some towns and cities painters are among the largest users of ready-mixed paints. Large corporations are also using the ready-mixed article in preference to the hand-mixed paints which they used a few years ago.

There are, of course, exceptions in all cases, but they are few and far between.

Paint users realize that it is poor economy to use cheap material when painting.

There are many hardware dealers who have had a similar experience to the one here mentioned. If you show two cans of paint of equal size at varying prices your customer will, in nearly all cases, ask you why there is a difference in price.

If you can show the customer that the higher-priced can contains better value for the money you can nearly always sell the higher-priced article.

Customers who twelve or fifteen years ago were looking for cheapness in paints are to-day looking for quality and value in paints and are willing to pay a fair price.



RE-ENTERS HARDWARE ADVERTISING FIELD.

Theodore Korb is resigning his position with The T. Eaton Co., Winnipeg, with whom he was associated on the Mail Order Catalogue and Advertising Staff.

Mr. Korb's friends in the hardware trade will no doubt be pleased to learn that he is again among the fold, having established himself with The Miller-Morse Hardware Co., Ltd., the big Winnipeg house, and will assume the charge of the compilation and publication of the second and revised edition of their large general catalogue, which is to supplant their present volume of some twelve hundred pages.

The Miller-Morse Hardware Co.'s edition will be the fifth large hardware catalogue Mr. Korb is to undertake for Canadian jobbers, having to his record the first large volume, issued by Lewis Bros., Ltd., Montreal, Que., and in addition that of the E. G. Prior & Co., Victoria, B.C.; Merrick Anderson Co., Winnipeg; and the initial volume of The Miller-Morse Hardware Co.

Before coming to Canada Mr. Korb held the position of Advertising Manager with The Belknap Hardware and Mfg. Co., the big institution in Louisville, Ky.



Wm. J. Harvey, representing the Eagle Pencil Company, of New York, is calling on the trade in Montreal.

Archie Small, of Arthur, Ont., has joined the hardware staff of T. M. Nash, Wellington, Ont.



The Popularity of Mac's Special Curling Stones Makes Them Easy to Sell—

These stones do not have to be introduced to good curlers anywhere. They have established their merits and have been rewarded by the popularity they have achieved. These are the stones you will be asked for by the curlers of your own town.

Perfectly Made and Well Finished

It is always best to have just what your customers want. When you can do this and in addition give them the best value for their money you are receiving a double benefit. Good curlers and beginners will ask for Mac's Special Curling Stones, and when you make the sale you have the assurance that you have made a satisfied customer—your best advertisement. We also carry a complete stock of curling brooms, boxes and other curlers' accessories. Write for our price list to-day.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

LIQUID GRANITE

Makes Floors Hard as Stone—Bright as Gold

Nothing adds such touch of completeness and tone to a room as a well-finished floor.

Berry Brothers' Liquid Granite imparts to floors a smoothness and lustre that delights the eye. It brings out and protects the beauty of natural woods.

Liquid Granite is also ideal for use on linoleum and oil cloth, preserving their freshness and giving a beautiful glossy finish.

So tough and elastic is Liquid Granite that, although wood treated with it may dent under a blow, the finish will not crack. Nor is Liquid Granite affected by water. Wash it as much as you please. **It won't turn white.**

These splendid qualities in Liquid Granite are the result of our 55 years' experience in varnish making. This same practical knowledge and skill also insures the superiority of the other well-known Berry Brothers' products, such as Luxeberry White Enamel, Luxeberry Wood Finish and Luxeberry Spar Varnish.

Sold by Leading Dealers everywhere. Ask for your copy of our "Homebuilders' Booklet" — or write us direct.

BERRY BROTHERS

World's Largest Varnish Makers

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Dec. 3, 1913.—This market has quieted down during the past few days owing to the close of navigation and a lull is now looked for in immediate shipments. Futures are still very heavy in the prepared paints, and the trade is being kept busy in this line particularly. Collections have not shown much of an improvement during the past week, although it is said by some that Western conditions are easing up a little. Prices remain unchanged in all lines.

White Lead.—The demand is easing up a little, but as this is not unexpected, it is not surprising to the trade. The fall business this year was exceedingly good. Prices remain unchanged, and are quoted as follows:

5 ton lots	$7.75
1 ton lots	8.05
Less than one ton	8.25

Linseed Oil.—A few weeks ago the local manufacturers were predicting a change in oil. Some said in an upward direction, while others said the opposite. But up to the present prices have not shown any change either way. The present demand might be termed seasonable, with the following prices ruling.

Following the quotations:

1 to 4 barrels	$0.53	$0.56
5 to 9 barrels	.52	.55
10 to 25 barrels	.51	.54

Carload lots one cent cheaper.

Prepared Paints. — Most manufacturers when asked how the demand in this market is will smile and answer: "Business is fine for spring orders." Immediate shipments are like hen's teeth, few and far between, but futures are heavy and most pleasing to the trade.

Petroleum.—No change in the local market, with prices remaining the same as last quotation.

Glass.—There is little change here, the demand being of a seasonable nature, with prices remaining unchanged.

Putty.—The market is much the same, with little demand and same prices ruling.

	Per 100 lbs.
Bulk, in casks	$2.30
Bulk, in drums	2.50
Bladders, in barrels	2.80

With the usual advance of 70 cents per 100 lbs. for pure.

Coal Oil.—The market is very brisk at present, as is usual for this season of the year. Present demands are considered very good by the trade.

Gasoline.—The market, of course, falls off to a certain extent at this season, but present demands are quite seasonable, and the price quoted to-day is 26½ per gallon. For quantity lots of 100 gallons and over, via tank wagon, 22 cents is quoted.

Turpentine and Benzine.—The demand for turpentine is very fair, while benzine is in good demand, with 24 cents per gallon quoted.

TORONTO.

Toronto, Dec. 4.—December business in paints has opened up in a rather brisk manner and Toronto manufacturers and jobbers report the receipt of a large number of orders.

Trade in the city is not overly brisk but dealers in the smaller cities and towns in Ontario are doing a nice business in paints. The continued mild weather has no doubt attributed to the briskness which now prevails in the paint trade.

Inside finishes are in good demand. Glass and putty are also in fair demand. Linseed oil has advanced in price.

Paints and Varnishes.

It is rumored in Toronto that one or two firms will shortly open branches here but the reports have not yet been verified.

As reported in former issues of Hardware and Metal, a number of firms have reduced prices on ready mixed paints, the reductions ranging from 5 to 15 cents per gallon.

Business in paint and varnishes is very fair and the continued mild weather has helped to keep up the demand.

White Lead.

There is no change in quotations on white lead. If a change takes place it will in all probability be on December 15. There is a great variance of opinion regarding future quotations on lead, some dealers predict an advance, some a decline and others think that quotations will remain unchanged.

Retailers in the majority of cases are only purchasing for immediate requirements.

Glass and Putty.

The demand for glass and putty continues fair. The quantity being used is below that used in the corresponding period of last year.

The demand for fancy glass, leaded work, plate glass, etc., is low on account of curtailment in building operations.

Window glass is quoted in Toronto at 15 per cent. discount.

Linseed Oil Advances.

Toronto quotations on linseed oil have been advanced two cents per gallon and ruling prices are now:

Raw Linseed Oil—

1 to 2 barrels	57c per gal.
3 to 5 barrels	56c per gal.
6 to 0 barrels	55c per gal.

Boiled Linseed Oil—

1 to 2 barrels	60c per gal.
3 to 5 barrels	59c per gal.
6 to 9 barrels	58c per gal.

10 barrels and over open. Oil for less than one barrel, 7 cents per gallon additional.

Turpentine.

No change has been reported in turpentine quotations and Toronto prices are as follows: Pure turpentine in one gallon lots 65c per Imperial gallon; 2 to 4 barrel lots 64 cents per Imperial gallon; 5 gallon lots, 72 cents per Imperial gallon.

GOLD MEDAL PRESENTED.

At a general meeting of the Quebec Board of Trade held recently, a gold medal was presented to W. H. Wiggs, proprietor of the Mechanics' Supply Co., who was given the medal by the Quebec Board of Trade in connection with the last Provincial Exhibition for having the finest industrial exhibit displayed at the exhibition. Mr. Wiggs on receiving the medal thanked the board for their token of recognition and said that he did not accept the honor as a personal mark, but an honor to be shared by all his employees who had done their share in preparing the exhibit.

CATALOGUES AND BOOKLETS.

Argall Brothers Issue Catalogue.

Hardware and Metal is in receipt of a very attractive catalogue gotten out by Argall Brothers, of Three Rivers, P.Q., manufacturers of lumber tools, chains, etc. The cover design is a lumbering scene printed in colors, while the interior gives evidence of the care which was used in the preparation of the booklet. Each line is well illustrated, and a description given to practically every article. Copies of this catalogue will be mailed by Argall Brothers to those interested.

TO HANDLE LINE IN CANADA.

Alexander Gibb, St. Nicholas Building, Montreal, has been appointed sole selling agent in Canada for Vaughan & Bushnell Mfg. Co., Chicago, Ill., makers of high grade tools such as chisels, hammers, pliers, punches, pincers, tongs, etc. V. & B.'s goods are well known to the trade, the firm having been established in 1869.



The Average Man

THE average man—the man who buys paint from you, seldom knows anything technical about paint; but he does gather general impressions. He hears from this one and that one about the performance of certain paint, and if the dealer has the paint and the suitable arguments to back it up, he clinches the order.

B-H "ENGLISH" PAINT

puts you in the best position to secure orders because it is a known paint—not an experiment—with years of successful use back of it and an established reputation—not the reputation of a day, but a reputation gained by numberless practical demonstrations, in actual service, of its excellent qualities.

You can see at once how this helps you sell. You get the benefit of the general reputation, which excites the interest of the prospective buyer, then you have convincing and unanswerable arguments to close the sale.

We have a booklet that goes fully into details. Write for your copy, and ask us how we help you sell this and all other B-H products.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Allumuoid, Mogul, No. 3, No. 4, from 50c to 60c lb.

Taliman Brass & Metal Co.—Arctic Metal.—AXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 25c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c.

"Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 5c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 5 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 25
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', insheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

	In car lots. Montreal	Toronto
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Merged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 90	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe. Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe. Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.

Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 85
Sheets, 2¼ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guarant'd.	0 26½	0 26½
Wiping	0 24½	0 24½

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 25	7 00

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits— 56 and 28-lb. ingot, 100 lbs.	45 00	44 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel—	
I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.)	
XX, 14x60, 50 sheet bxs.)	7 50
XX, 14x65, 50 sheet bxs.)	

TINNED SHEETS.

72x30 up to 24 gauge, case lots 8 50 ....
72x30 up to 26 gauge, case lots 8 95 ....
Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papernigs 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85



The QUALITY That Draws Trade



Of known quality and unsullied reputation

MINERVA PAINTS and PAINT SPECIALTIES

—the satisfaction-givers for nearly 80 years—draw steady and profitable trade to your store. And we back your efforts with genuine co-operation and effective selling helps.



Full Imperial Measure in Every Can—Ask any Minerva Agent—He Knows!

Winnipeg
Vancouver
London, Eng.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.
377-387 Carlaw Avenue, Toronto

Established in England in 1834



MARTIN-SENOUR PAINTS & VARNISHES

Bigger Business Through Advertising

The quality of Martin-Senour Paints and Varnishes have always been high—their service to consumers have always been most satisfactory—our Dealer-agents have always enjoyed a large percentage of the business of their communities.

Now, more than ever before, the merits of these goods will be made known through progressive advertising. Home and Industrial Magazines, Farm Papers, Religious Journals, in fact, all the good publications from Coast to Coast, reaching every possible paint user, will carry impressive messages that will induce more paint sales for Martin-Senour Dealer agents.

Effective ideas in the form of mailing folders, booklets, etc., Dealer Helps, including Signs, Window Trims, Store Displays, etc., will focus to the Martin-Senour Dealers' Store the benefits of our Big 1914 Advertising Campaign. Are you interested in bigger business? We can show you how to get it!

THE MARTIN-SENOUR CO.

LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

HARDWARE AND METAL

ANVILS.

Buckworth, per lb. 0 10½

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c., Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ¼c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 80
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 35c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 ..... 0 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 2 00
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.
Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 90

CLAMPS.

Malleable swivel head, 4 in..... 2 80
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 28
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅝-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅝-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2½	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅝	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy. No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern. 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes. feather weight pattern, all sizes. No. 0 to 4, $5.75; special countersunk steel, all sizes. 0-4, $6.25; toe weight steel shoes. all sizes, No. 1 to 4, $5.75. F.O.B. Montreal.
Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....28c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.60	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.80
22			2.86
24			3.12
26			3.38
28			3.64
30			3.80
32			4.16
34			5.10
36			5.40
38			5.70
40			6.00
44			7.48

(COMMON SINGLE LADDERS)

8	ft., each		$ .80
10	ft., each		1.00
12	ft., each		1.20
14	ft., each		1.54
16	ft., each		1.76
18	ft., each		1.98
20	ft., each		2.40
22	ft., each		2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 2c per foot additional.

(PAINTERS TRESTLES).

5 ft., each .. ..$1.50 14 ft., each ..$4.20
8 ft., each .. .. 2.00 16 ft., each .. 4.80
10 ft., each .. .. 2.50 18 ft., each .. 5.40
12 ft., each .. .. 3.00 20 ft., each .. 6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft. 0 17
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

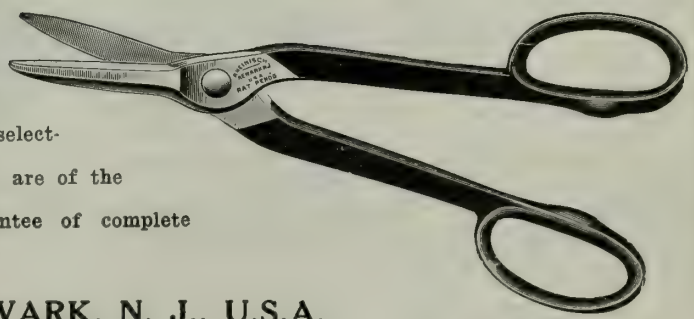
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Heinisch Tinner Snips — **The "Vulcan"**

"The Tinner's Favorites"



The **Vulcan Snip** is of exceptional quality. It is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.
The high quality is the result of the great care exercised in selecting materials, and the tempering which is done by experts.
Our line of **Trimmers, Tailor's Shears, Tinner's Snips,** etc., are of the same good quality.
Our firm name is found on all our tools — it is a guarantee of complete satisfaction.
There is a good margin for profit.

R. HEINISCH'S SONS CO., NEWARK, N. J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture **Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.**

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz.	4 15
7 lbs., doz.	4 40
7 to 8 lbs., doz.	4 75
8 lb., doz.	5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross	33 00
Indian snap .....per gross	27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope	0 11½
Pure Manila rope	0 16½
"British" Manila	0 12½
African hemp	0 12½
Cotton, 3-16 inch and larger	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 10¾
Lath yarn, double	0 11¼
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 36

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ⅛-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent. ——

RULES.

Boxwood, No. 68, 2 foot , doz....	1 20
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ⅛ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 30
Sash Chain, No. 2. hd. ft.....	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent		
Wood F.H., bright and steel	85	10	7½ 10
" R.H., bright	80	10	7½ 10
" F.H., brass	75	10	7½ 10
" R.H., brass	70	10	7½ 10
" F.H., bronze	70	10	5 10
" R.H., bronze	65	10	5 10
Drive screws	65	10	5 10

Set, case hardened 60 10
Square cap .....50 and 05
Hexagon cap 45
Bench, wood, per doz. $5 00
Bench, iron, per doz. 4 25

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5		45 and 5
Hollow backs and sand shovels	60		45
Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.			

Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 ..... 3 00

STAPLES.

Poultry netting, 100 lbs.	6 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	6 12

Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch, per 100 lengths	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz...	1 20
7 inch, per doz.	1 35

Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50 4 00 5 10
No. 2, 6 in., 7 in., 8 in...		2 50 3 10 3 50
Hindostan	per lb.	0 06 0 10
" Slip	"	0 18 0 29
" Axe	"	.... 0 16
Deer Creek	"	.... 0 10
Weerlick	"	.... 0 25
" Axe	"	.... 0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00 6 60 7 60
Arkansas	"	.... 1 50
Water-of-Ayr	"	.... 0 10
Scythe	per gross	3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90 brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE).

	Doz.
Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
Gem	101 25
I. X. L.	121 50
Winner, C. Cor. No. 2 & 3	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	54 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen	0 65 1 00
North Bros., No. 30, per doz	16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz.	....	2 25
Universal meat chopper, No. 1	....	1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z.	1 20	1 50
Folding ironing boards	14 25	18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner	6 50
Cadillac Electric, Model C	18 00
Cadillac Electric, Model D	20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 80
Without rim, 20x30, per doz.	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE" Flat Wall Colours

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Smooth as silk, hard as a stone, look, wear and are equal to the most expensive wall papers.

Point out to your customers that a "Silkstone" finish is more sanitary than wall paper, that it can be washed.

You can bring much business to your store and make a handsome profit if you "Boost Silkstone."

Write for agency proposition and color cards.



G. F. STEPHENS & CO., Limited, Winnipeg, Can.

BRANCH at CALGARY, Alta.

We want to emphasize the fact that every can of

Jamieson's Pure Prepared Paints

contains the concentrated experience of over half a century

This makes a big difference to you. It increases your profits by increasing your paint trade all because of the entire satisfaction your customer receives for his money

R. C. Jamieson & Co., Limited

Established 1858

MONTREAL VANCOUVER

Owning and Operating P. D. DODS & CO., Limited

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 65
Spring clothes pins, per box	1 00

WOOD WASH TUBS.

Standard size, doz.	....

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 / 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20¼
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 / 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brai	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15
Royalite	17	15½
Palacine	21½	17½
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24½
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	59	55
Linseed Oil, 3 to 5 bbls.	58	54
Linseed Oil, 6 to 9 bbls.	57	53
Linseed Oil, boiled—		
single bbls.	62	58
3 to 5 bbls.	61	57
6 to 9 bbls.	60	56
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish.	2 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	$ 3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure.	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per dos.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

Do You Know—
We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. EVERLASTING PAINT

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.
Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario, Limited

BRIDGEBURG -:- -:- -:- ONTARIO



RAMSAY'S PAINTS & VARNISHES— SATISFIED CUSTOMERS APLENTY— YOUR PERFECTLY GOOD PROFIT—



That's a pretty good line up, and you can't do any separating —those three always stick together.

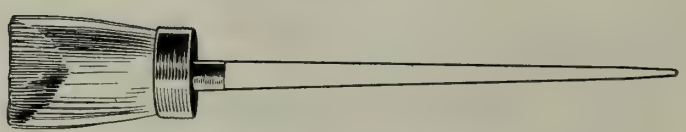
More than 70 years ago Ramsay's started to make **good** paint, they kept it up, and now the Canadian public **know** it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.

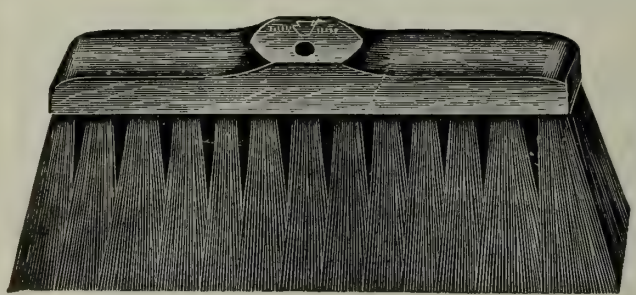


A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42







STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO



Values That Bring A Big Trade

Handle our hockey sticks this winter and you will realize **quick sales and splendid profits.**
Now is the time to place your order. **Order at once and avoid the rush.** How about your sorting-up orders?
We make a specialty of Rock Elm, Maple and Hickory Pick, Axe and other Handles—handles that give maximum service.

St. Marys Wood Specialty Co., Ltd., St. Marys, Ont.



SWP

There is only one standard in the manufacture of Sherwin-Williams Paints and Varnishes.

In spite of the variation in prices of raw materials, in spite of cheap or unworthy competition, The Sherwin-Williams Co. have always endeavoured to make each paint, varnish, stain, enamel, or other product sent out under the Sherwin-Williams label, of the very best and highest quality.

This means that every advantage is taken of new and ingenious mechanical inventions, every improvement in equipment, every advance and discovery in paint-making knowledge and chemistry, are used to improve and make better where possible, each individual Sherwin-Williams product.

Our practical men are constantly experimenting and testing to hold our products uniform, and improve them. Our chemists are busy analyzing and experimenting with new raw materials, and new combinations of materials, to see where improvement can be made.

It is for this reason that Sherwin-Williams Agents have confidence in Sherwin-Williams goods. It is this ''progressive quality'' that gives them the desire to go on year after year building up and increasing their business on Sherwin Williams products. It is this ''progressive quality'' that so well satisfies the user and makes him a steady customer for the Sherwin-Williams Agent, coming back time and again to take care of his every paint and varnish need with paints or varnishes bearing the Sherwin-Williams label.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



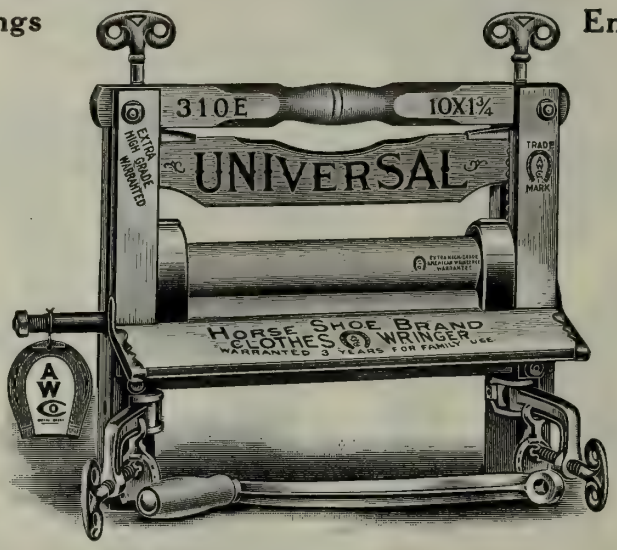
New Line

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

No. 317E Rolls 10x1 3/3 in.
" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

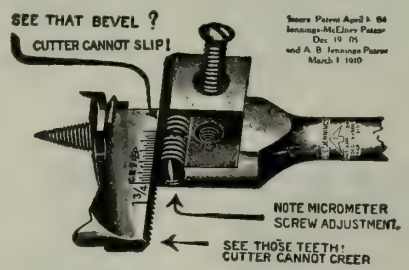
Send for Catalog (F)

THE AMERICAN WRINGER COMPANY

NEW YORK, - U.S.A.

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



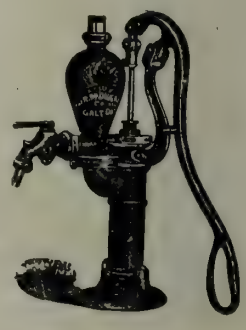
Made in two sizes:
No. 1—cuts from 7/8 to 3 in.
No. 2—cuts from 5/8 to 2 in.
Both furnished with two cutters.

Canadian Quality Saw & Tool Works
4 St. Antoine St.
MONTREAL - QUEBEC

MAKE MONEY FROM GOOD PUMPS—PROFIT

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., Limited
GALT, CANADA

"High Standard Sam"-Says -



"Uncanny good paint comes in High Standard Cans"

It is almost uncanny how uniformly good Lowe Brothers' paints are. There is a regularity in their "High Standard" performances that a finicky painter appreciates at its true worth.
This comes from high ideals of manufacture, the use of none but the best materials and the utmost care in inspection. Because even we make mistakes, though we pride ourselves on never canning them.
It is such paint as this that makes you friends and customers, and makes of the High Standard Agency something about which we would like to talk to you more in detail. Will you make an appointment for one of our men to see you?

Lowe Brothers Limited
Toronto

Distributors:
JOHNSON PAINT & VARNISH CO., Limited
Vancouver, B.C.
LYON-MONKHOUSE, Limited
Winnipeg, Man.



Canada's National Metal Polish
Made in Canada—Sold Across Canada

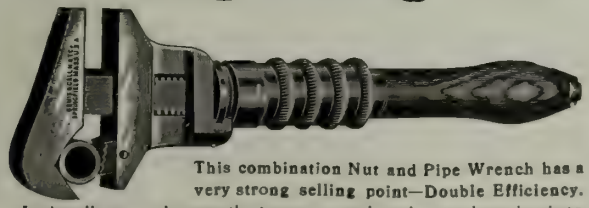
BON TON
Cream

Polishes in HALF the time
Requires NO SHAKING—no Sediment
PRICES LOWER—saving the duty on imported polishes.

Already proved by large users—Provided now for all users—A provable good article will MULTIPLY Sales.

Appreciation everywhere, your wholesale has it.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

TRADE B&C MARK

HAMILTON WHIP CO.
WHIPS & WHIPS
HAMILTON, CANADA.
EFFECTIVE—ECONOMIC.
(Trade Mark Registered)

HAVE this trade-mark on all the whips you sell. It guarantees an excellence of manufacture, a superfine quality that will boost your prestige as a dealer, bring your customer back again and make new friends and new customers wherever it goes.

Hamilton Whips are made in one of the most complete whip factories in existence, from the best materials and with the greatest care possible.

Write for our sample assortment proposition.

HAMILTON WHIP CO.
HAMILTON, ONTARIO

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

- Ship Augers.
- Ring Augers.
- Nut Augers.
- Rafting Augers.
- Boring Machine Augers.
- Machine Bits (All styles for all kinds of special work).
- Snell Pattern Auger Bit.
- Jennings Pattern Auger Bit.
- Bates Pattern Auger Bit.
- Solid Centre Auger Bit.

Write for Catalog and Prices

120 Years of Bit-Building Experience



goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"

Snell Manufacturing Co., Fiskdale, Mass., U.S.A.

Selling Agents—JOHN H. GRAHAM & CO., 113 Chambers Street, New York City





The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

4 in. is our Family size. 6 in. size is for Cities and Municipalities.

Larger sizes made to order.

Manufactured Solely by

DAVENPORT MFG. CO., Davenport Iowa, U.S.A.

WIRE BALE TIES





Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.
This is the line that brings the deale rclean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

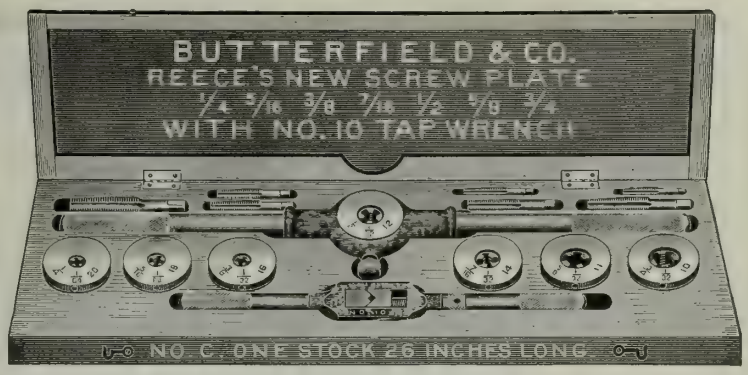
The Laidlaw Bale-Tie Co., Hamilton Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F Moulden, Winnipeg, Man.

"BUTTERFIELD"

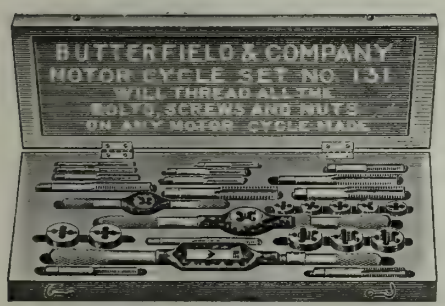
Taps, Dies, Reamers and Screw Plates

The Result of 35 Years' Experience



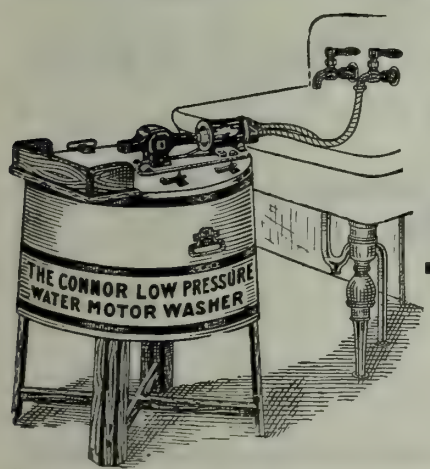
The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



BUTTERFIELD & Co.

ROCK ISLAND, QUE. DERBY LINE, VT.



Up-to-date Housekeepers Looking For it.

PROVE yourself to be a live, up - to - the - minute hardware man by selling the

CONNOR LOW PRESSURE Water Motor Washer

Every housekeeper in your vicinity will be interested in this washer. Everyone of them is a prospective buyer. This washer is NOT stalled when the water pressure is low. In fact it is specially designed to cope with such emergencies. Washes clothes quickly and thoroughly on a 20-lb. pressure. This feature is what will appeal to your "prospects" more than anything else.

Write for full description and our proposition to you.

J. H. CONNOR & SON

LIMITED

OTTAWA

A Practical XMAS Gift

Is a Good TOOL BAG

Dealers should stock up at once.



Inspectors' Russet Leather Bag

Made of good strong leather with extension ends and shoulder strap. Has saw receptacle. Sizes 16, 20 and 24 inches in length.

Inspectors' Black Leather Bag

Made of black harness leather. Strong and substantial. 15 and 20 inches long; height 12 inches.

Linemen's Heavy Canvas Bag

Has harness leather bottom studded with clincher studs that go through and clinch on the inside. Strong steel frame with heavy canvas sides. Length, 20, 16 and 12 inches.

Get our dealers' proposition on the subject of interest to you. Write also for 96-page illustrated catalog.

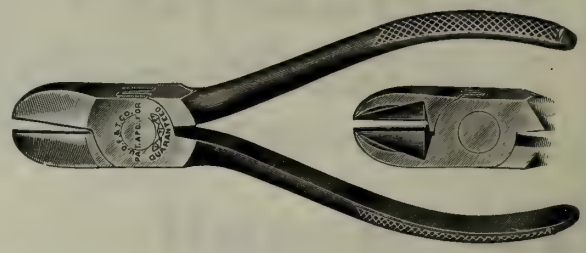
Mathias Klein & Sons
Canal Sta. 4
CHICAGO

We made them Good. Their Universal Usefulness made them Famous

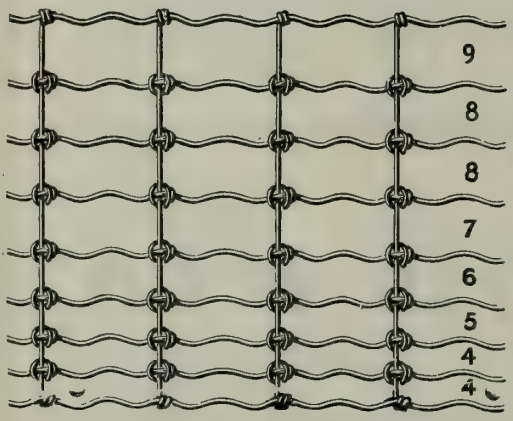
Make the UTICA line of Pliers and Nippers a leader. Our guarantee of absolute satisfaction is back of you. Every Utica plier is forged from a fine grade of material by skilled workmen, and they are rigidly tested and inspected before leaving our factory. (THE UTICA GUARANTEE.) We will replace any Utica Plier that proves defective in material or workmanship, or does not perform its work absolutely satisfactory. "The Memory of Quality Lingers." A Utica catalog on request.

TRADE U TI CA

REG. U. S. MARK PAT. OFFICE



UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MON ARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario

Whether a Man Gardens for Pleasure or Profit



he will find that **"Norcross" Cultivator-Hoes and Weeders** are among the most useful types of garden implements known. They do much better and faster work than the ordinary hoe or rake, and with much less effort.

Made in 3 sizes, suited to both men and women.

Quality and finish is of highest grade.

Illustration on right shows how the "Norcross" 5 Prong Cultivator-Hoes will attach to Wheel Ploughs.

Manufactured only by

C. S. NORCROSS & SONS

BUSHNELL; ILL., U.S.A.



Write us for list of Canadian Jobbers and place your order with the nearest one.

Dealers get a very liberal profit.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

Amatite ROOFING

Needs No Painting

Tin makes a good roof if you paint it. Canvas makes a good roof if you paint it. Any felt makes a good roof if you paint it. Even paper makes a good roof if you paint it. But Amatite makes a good roof if you DON'T paint it.

On a painted roof, the paint is what gives the real protection. The rest of it has no function except to provide a smooth, unbroken surface with no seams or cracks, to which the paint can be applied. Anything which has strength enough to keep the wind from blowing it away or the rain from beating it in, will be waterproof if you use paint enough.

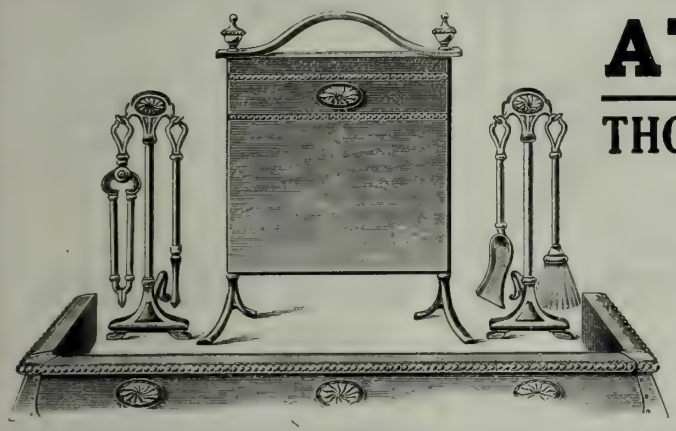
Amatite Roofing, however, needs no painting. It is a real roofing—a roofing that can be left out in the rain without the slightest damage.

The wearing surface is mineral matter embedded into a heavy coating of pitch and never needs painting.

We shall be glad to send you a sample of Amatite free of charge if you will send a postal request for it to our nearest office. The sample will show you what the mineral surface is like.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

DUDLEY, ENGLAND

SYNTHESIS S D

TRADE MARK

MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases, Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

A NEW SNIP

NATIONAL POCKET SNIP No. 35

SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 8 oz.

MANUFACTURED BY

NATIONAL CUTLERY CO., - - PHILADELPHIA

MAKERS OF NATIONAL SHEARS AND SNIPS

Selling Agents: A. C. PENN, Incorporated, 100 LAFAYETTE ST., NEW YORK CITY

GLAZIERS' DIAMONDS



ARTHUR RUDD & CO. ST. HELENS, LANCS., ENG.

TESTIMONIAL

UNION PLATE GLASS CO., LIMITED.

St. Helens, Lancs., June 27th, 1899.

Messrs. A. Rudd & Co., of St. Helens, have supplied us with glass cutters' diamonds for the last five years, and have also done considerable portion of our resetting during same period, and the work has always given us complete satisfaction.

Per pro UNION PLATE GLASS CO., LTD., Fred T. Brearley, Manager.

Agents:—COLLIER, NEWTON, McCOMBE, LIMITED, Coristine Building, Montreal. ***Write for Price Lists.***

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal
Toronto Montreal Winnipeg

RATES (payable in advance)
2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

MADE IN CANADA





WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.



OAKEY'S

The original and only Genuine Preparation for cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

Metallic Nickel

SHOT, BLOCKS, INGOTS

ALSO

ELECTROLYTIC NICKEL

(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

THE INTERNATIONAL NICKEL COMPANY
43 Exchange Place NEW YORK

TRADE C.J. MARK

CHRISTOPHER JOHNSON & CO.

SHEFFIELD, - ENGLAND

Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
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Send in the name or names of your friends with $2.00 for a year's subscription and we will forward them the January issue—the first of the strong one's that will follow each month—The January copies will be ready for mailing on the 15th of December, and will reach your friends amid the Yule-tide Festivities.

The excellent nature of the subjects contained each month will be noted from these features which appear in January:—

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Each Issue portrays one or more snappy articles on Men of to-day.

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Herein the Busy Reader can have the Best from Current Magazines condensed for him. This Feature excels in Interest.

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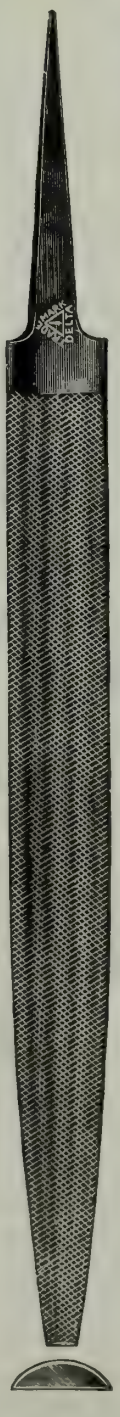
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For Service Everywhere And Every Day Our

Drill Brace

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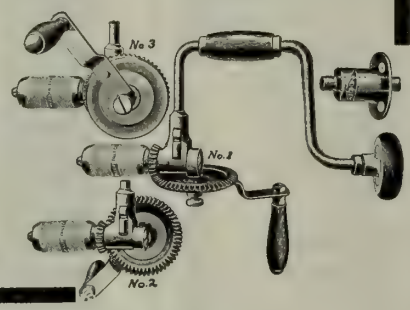
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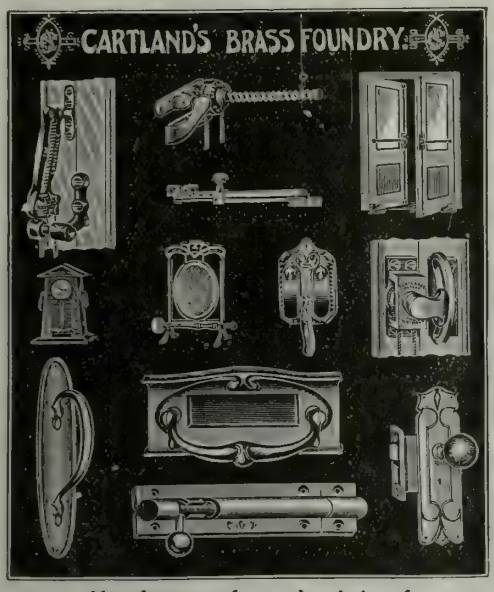
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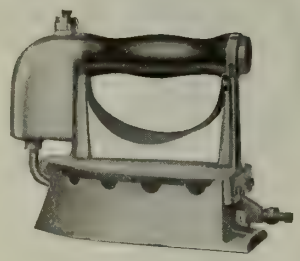
Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto. Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont. The Canadian Asphalt Co., Ltd., Winnipeg, Man.



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Here's a gasoline self-heating sad iron, with some real features that will appeal to your housewife-patrons. Light, handy, easy to regulate, the



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gives to every woman, the opportunity of making ironing day a pleasure instead of a burden.

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Write us for complete proposition.

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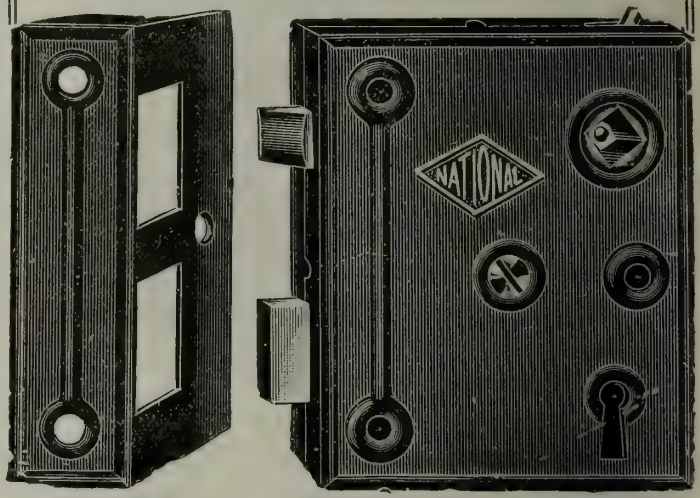
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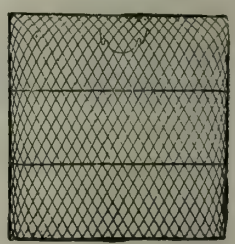
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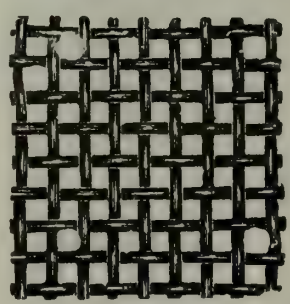
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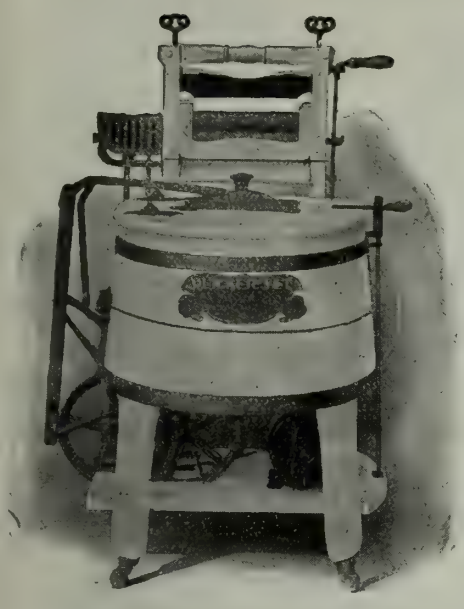
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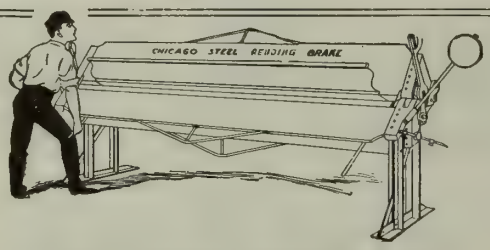
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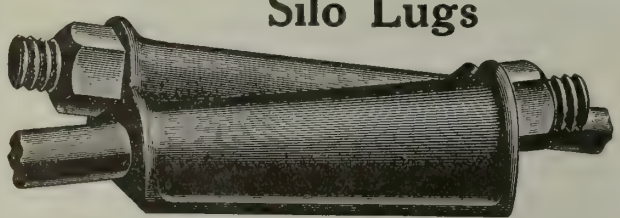
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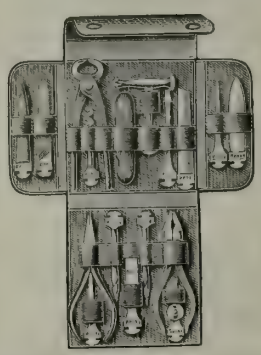
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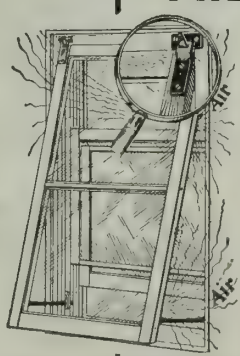
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Saves 20% Shelf Room over wooden boxes
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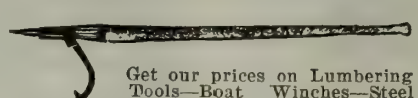
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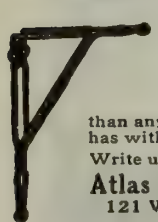


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JAMES BROS. FEED BOILERS
Made in all sizes by
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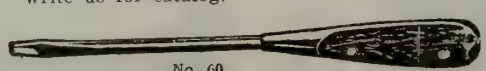
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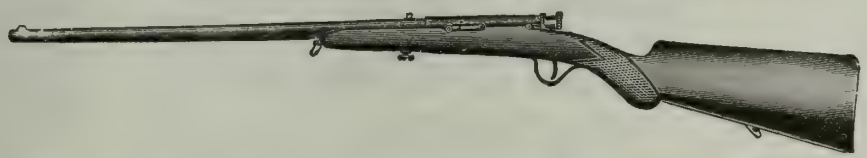
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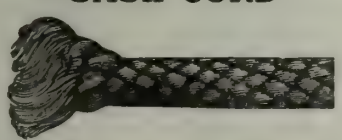


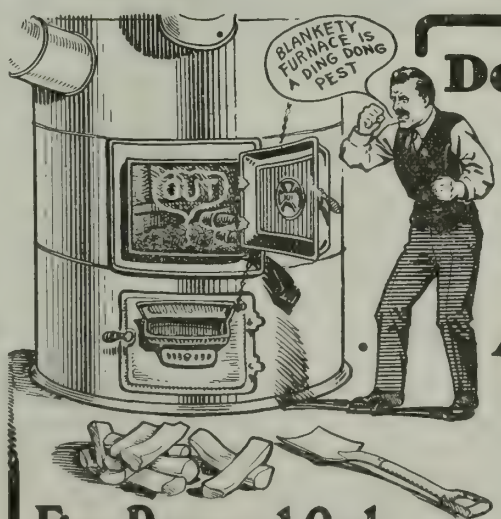
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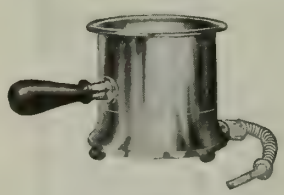
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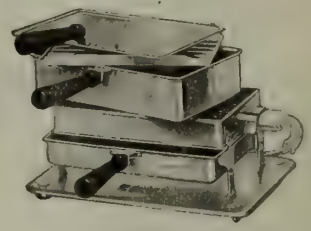
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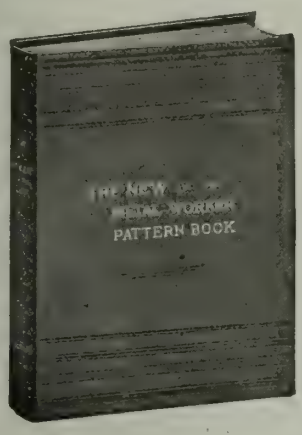
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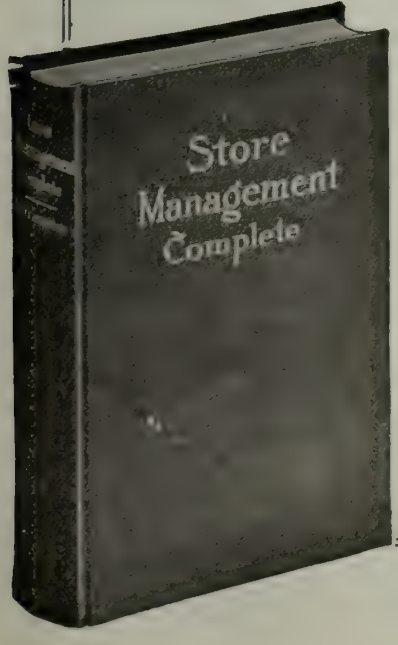
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Lamplough, F. W., & Co., Montreal.
McGlashan, Clarke Co., Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.
Smith Hdw. Co., Montreal.

Dampers, Automatic.
Automatic Damper Co., Hamilton.

Dies.
Victor M. Grab Co., Chicago.

Door Bolts.
Montreal Hdwe. Mfg. Co., Montreal.

Door Checks.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, C.

Door Hangers.
Canada Steel Goods Co., Hamilton.
Myers, F. E., & Bro., Ashland, O.
National Mfg. Co., Sterling, Ill.
Richard Wilcox Mfg. Co. London, Ont

Drawer Pulls.
P. & F. Corbin, New Britain, C.

Drills, Brick and Stone.
Star Expansion Bolt Co., New York.
Whitman & Barnes Mfg. Co., St. Catharines.

Dry Batteries.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Dry Colors.
G. F. Stephens & Co., Winnipeg.

Dustless Dusters.
Tarbox Bros., Toronto.

Eavestroughs.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co., Toronto.
Pedlar People, Ltd., Oshawa.
E. T. Wright & Co., Hamilton.
Metal Shingle & Siding Co., Preston.
Wheeler & Bain, Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Electrical Heating Specialties.
Landers, Frary & Clark, New Britain.

Emery or Corundum Wheels.
The Carborundum Co., Niagara Falls, N.Y.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
Jas. Morrison Brass Mfg. Co. Toronto

Electric Irons.
Chicago Flexible Shaft Co., Chicago.
The Flexible Conduit Co., Guelph.

Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.

Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.

Enamels.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.

Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.

Expansion Bolts.
Star Expansion Bolt Co. New York.

Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.

Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Flint Paper.
Jno. Oakey & Sons, Ltd., London.

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.

Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.

Forgings.
Steel Co. of Canada, Ltd. Hamilton.

Fuel Savers.
Automatic Damper Co., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co. Toronto

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
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G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

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Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
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Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

Snow Shovels.
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The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.
Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:
WITTING BROS., LIMITED
Montreal, - P. Q.

BATHROOM FIXTURES of Quality

K NIAGARA K NIAGARA

MADE BY

KINZINGER, BRUCE & CO.
LIMITED
NIAGARA FALLS, CANADA

Catalogue on request

The name **YALE** helps make the sale.

Canadian Yale & Towne Limited

Makers of YALE products. Locks. Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.

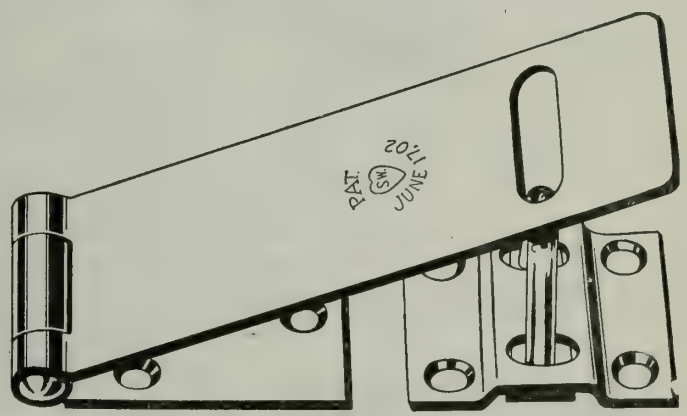
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

TRADE S.W. MARK

This trade Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7 inch—The 7 inch being extra heavy, and strong. Plain Steel, Japan, Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

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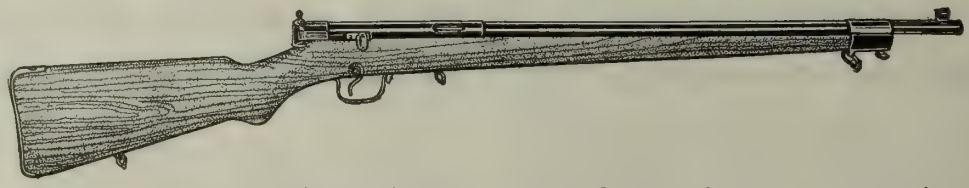
"ROSS" HOLIDAY DOLLARS

Now is the time to angle for them.

A window display of Ross Rifles will catch the eye of those who seek to please the camper and hunter.

Add to the celebrated Ross .303 and .280 models the new

"ROSS" CADET .22



It enlarges the field of possible purchasers by its lower price ($12.00 retail) and its novelty adds to the attractiveness of your window display.

The Ross Cadet Rifle is the result of many years' endeavor to secure a .22 Rifle worthy of a place beside the other famous Ross Models, and we believe you will agree with us, when you see it, that we have really succeeded. Write for discounts and also for attractive Store Cards, which we send on request.

ROSS RIFLE CO. - - Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits.** The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how "We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**

CANADA PLATE

Half and Half (British) **Full Polished (Dominion Crown)**

Drop us a card and we will send you our monthly stock sheet and full particulars.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

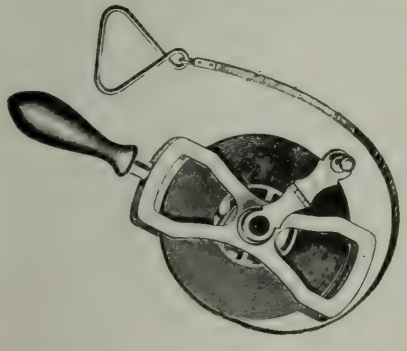
GUTTA PERCHA & RUBBER, LIMITED

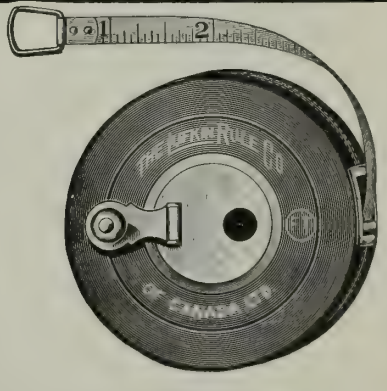
SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

YOU KNOW





LUFKIN

Measuring Tapes and Rules

NO ONE has to GUESS or WONDER what QUALITY they are—what REPUTATION they bear. They could not lead the field if they did not possess sterling quality, if they were not recognized as the best

USERS KNOW THE GOODS AND INSTANTLY RECOGNIZE THE TRADE NAMES:

"RELIABLE" No. 203 **"CHALLENGE"** No. 263 **"RIVAL", ETC.** No. 243

MADE IN CANADA **Your Jobber Stocks Them**

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



IF the police roped off your store so that your customers couldn't get to you—you'd kick.

We make traps—partly for you, of course, but primarily for the trapper—and your cash register clicks when these traps leave your store and go to him.

BUT—some years they don't go. You have roped the trapper off from your store and from us by failing to buy traps early. You haven't enough traps to supply him. It takes a long time to get more. The season is short and *the trapper can't get traps when he needs them.* Then he kicks—sometimes to you, sometimes to us.

It hurts to be kicked.

So this year we ask a favor of you—to stock traps early so the trapper can get all he needs and won't kick—us.

ONEIDA COMMUNITY, Ltd.
Niagara Falls, Ont.

HARDWARE AND METAL

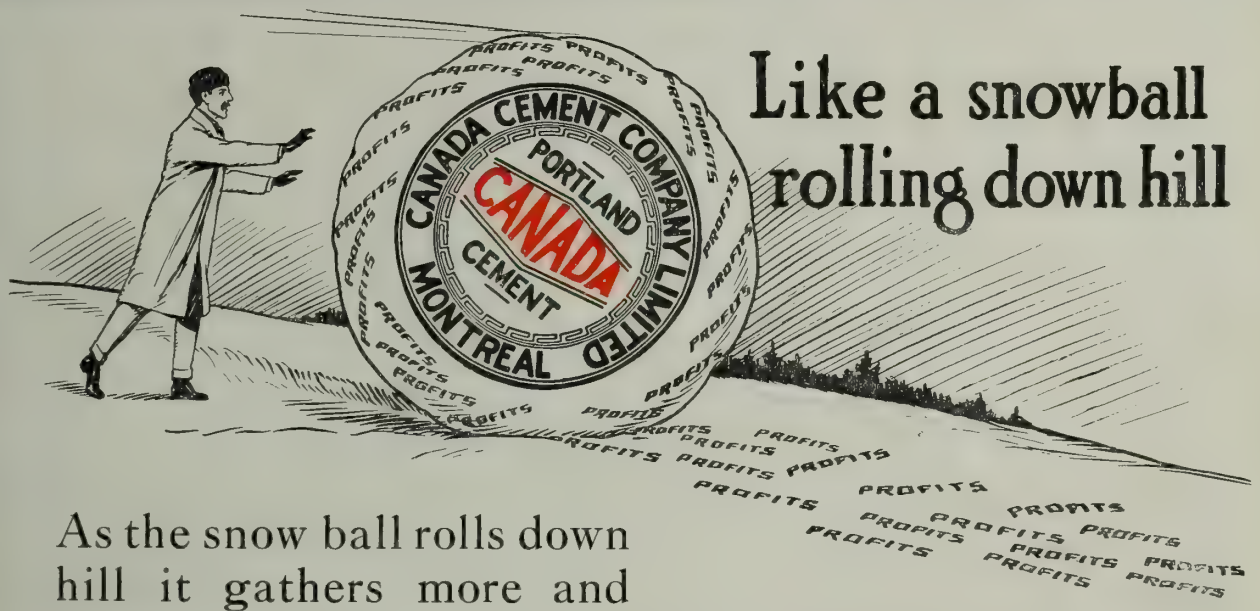
CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 50

December 13, 1913



Like a snowball rolling down hill

As the snow ball rolls down hill it gathers more and more snow, becoming larger and larger the farther it rolls. In the same way dealers who start pushing Canada Cement find their profits becoming greater and greater as each day passes.

CANADA Portland CEMENT

is the Standard of Quality

Our big advertising campaign has educated cement users to insist on this brand to make certain of satisfactory results in their concrete work.

The dealer who pushes Canada Portland Cement not only sells more cement, but it gives his customers confidence in all his goods, which enables him to sell those customers the other goods he carries.

It will pay you to have on hand a good stock of Canada Portland Cement so as to be ready for the building season as soon as it opens.

With thirteen mills distributed over the entire country, we are in a position to supply your needs promptly, no matter in what part of Canada your business is located.

We have four sales offices, one of which is in your section of the country. Write to the nearest one for quotations and terms.

Canada Cement Company Limited, Montreal

Sales Offices at

Montreal **Toronto** **Winnipeg** **Calgary**

Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

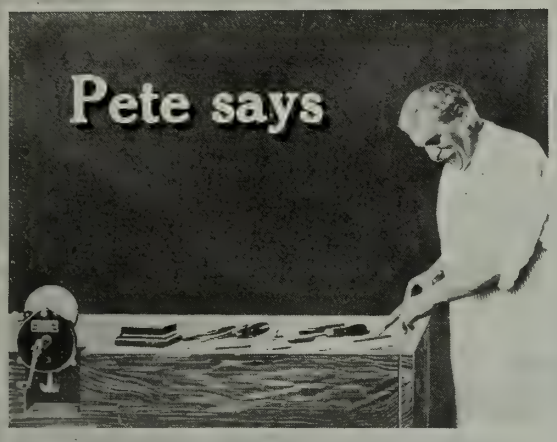
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.



What has become of the old-fashioned hardware man who didn't carry a stock of

Carborundum Sharpening Stones

There is scarcely an enterprising hardware dealer anywhere who isn't a Carborundum dealer—and the Carborundum dealer is the man who is selling the most sharpening stones in his district.

Carborundum Gingers up your Sharpening-Stone Sales

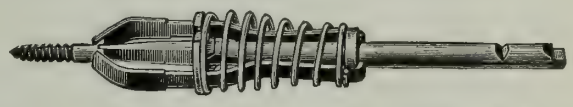
And there is the live demand-creating Carborundum advertising, the Carborundum sales coöperation plans, and the Carborundum quality guarantee to back you up.

Suppose you write us for the details of our free display case offers, window displays, etc.

The Carborundum Company
Niagara Falls, N. Y.

Why Not Feature
THESE TWO
"YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.



It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

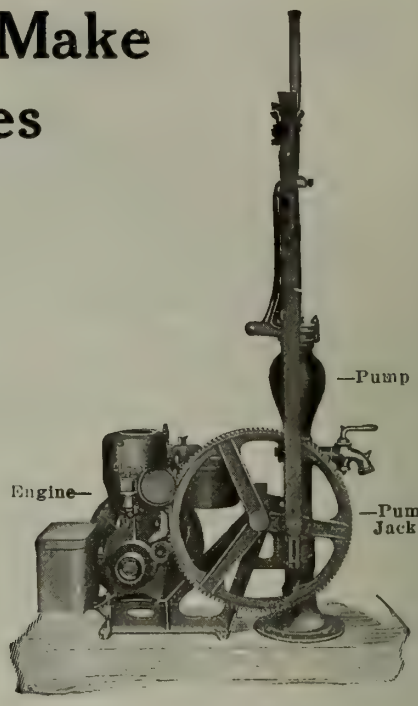
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

S.M.P. NICKEL-PLATED GOODS MAKE CHOICE CHRISTMAS GIFTS

Regal Tea and Coffee Pots

MADE FROM HEAVY COPPER SEAMLESS BODIES WHITE METAL TRIMMINGS

QUADRUPLE SILVER LINING OVER BLOCK TIN



Solid Silver in pattern and finish.

Unexcelled in Design and Workmanship

Made in all Standard Sizes

Packed Separately in Cardboard Boxes

Prices on Application



Hinged lip on spout.

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING
FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET HANDLE PUMPS
PUMP STANDS, THRESHER TANK PUMPS, HOUSE PUMPS, TANK PUMPS, HAND and POWER SPRAY PUMPS, POWER PUMPS, BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS



Fig. 1138



Fig. 722

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

We are also Agents for MYERS BARN DOOR HANGERS

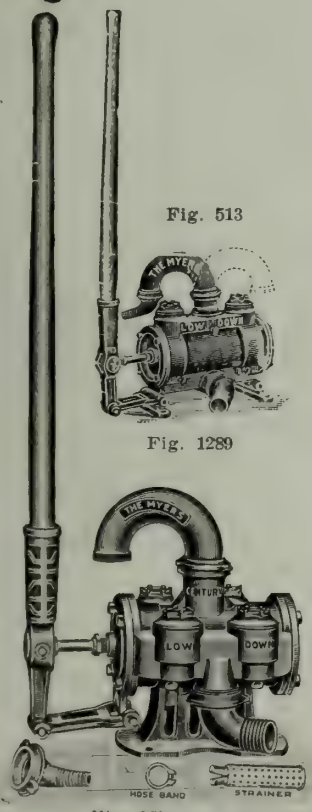


Fig. 1289

Fig. 513



Fig. 792



Fig. 577



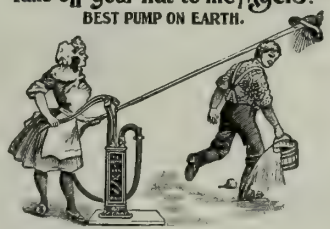
Fig. 1345



Fig. 1374



Fig. 639



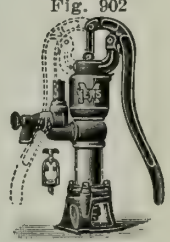


Fig. 902

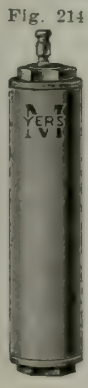


Fig. 214



Fig. 869

Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It is Better to Handle the Myers than to Wish you Had

EXCLUSIVE AGENTS for PROVINCE of QUEBEC
Catalogue sent upon application.

LEWIS BROS., LIMITED

MONTREAL OTTAWA TORONTO



Fig. 593



Fig. 976

WING
SCREW
BOOT
CALKS

The STEEL COMPANY of CANADA
LIMITED
HAMILTON, ONTARIO


No. 00


No. 4


No. 5


No. 7


No. 8


Chuck

Book Your Orders
Now
for
Immediate and Future
Shipments
of

LUMBERMEN'S
CASE-HARDENED
WING BOOT CALKS

These calks are made specially for Loggers, Hunters, Ice Cutters, Etc. They are convenient to insert and remove, the insertion of a new set being ffected in a moment.

A Chuck is placed in each box of 50 Calks.

Send for Samples and Prices.

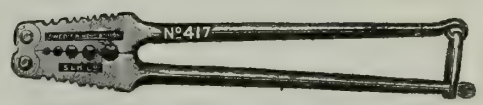
SALES OFFICES:

HAMILTON	MONTREAL	TORONTO	WINNIPEG
VANCOUVER	VICTORIA	ST. JOHN	HALIFAX

RED DEVILS



No. 253. All sizes in stock. Remember us on rush orders.

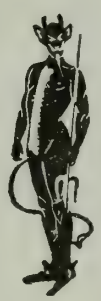


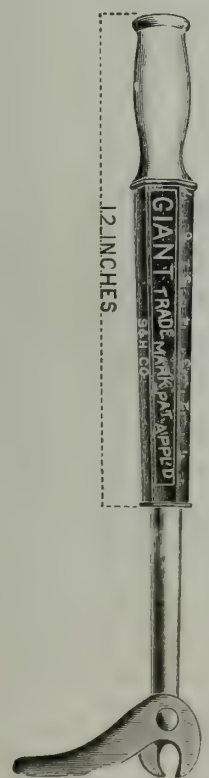
No. 417. Splicing Clamp—We make all kinds for all sizes of wire.



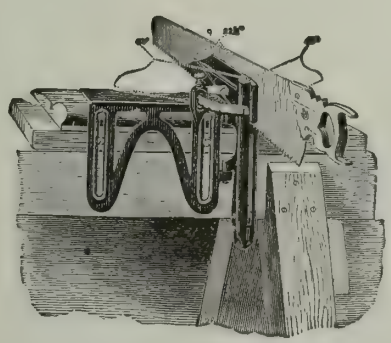
TRADE S. & H. CO. Red Devil N.Y. U.S.A. MARK

This Stamp on Goods means Satisfaction or Money Back.

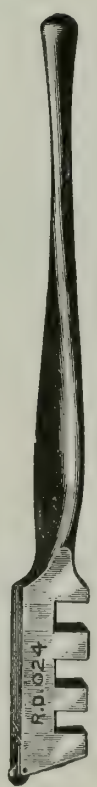




The Genuine Giant. First ever made. Still the best.



Seavey Mitre Box—Weighs only 2 lbs. —Most accurate box made.



No. 024. Red Devil glass cutter, known and used everywhere.

Smith & Hemenway Co.

150-152 Chambers St., New York

PUBLISHERS'S PAGE

MAKING MONEY FROM CANADIAN BRANCH.

The writer was recently speaking to an advertiser in Hardware and Metal—a large American manufacturer who has a branch factory in Canada. The conversation naturally turned to a discussion of present-day business conditions.

"I have just been visiting my Canadian branch," said the manufacturer, "and found everything very satisfactory. I have only $100,000 invested in that plant, but it is making more money for me than a quarter of a million would, similarly invested in the United States."

"How have you found collections in Canada?" he was asked .

"Well, of course, they are a little slow just now," he replied, "but I am not worrying. In all the nine years our company has been doing business in Canada, we have not lost a cent through bad debts."

This is certainly a fine record, and one of which the hardware trade of Canada may well feel proud. It is also a tribute to the well-planned advertising campaign which this firm has conducted in Hardware and Metal, during the past few years.

ONE HUNDRED PER CENT. CIRCULATION.

For twenty-five years, Hardware and Metal has been able to substantiate the boast that fully ninety per cent. of the retail hardware dealers in every province of the Dominion, were paid subscribers to this paper.

That is an exceptionally high percentage, and it is only giving an absolutely necessary service to the trade, that so many hundreds of subscribers have continued on the lists year after year, for so long a period of time.

But we are not satisfied, even with so good a showing as that. We feel that hardware dealers who do not read Hardware and Metal regularly, are doing their business an injustice, and are losing many opportunities of saving more money here, or making more money there.

So we are systematically trying to secure a 100% circulation in as many districts as possible, and our campaign is proving very successful.

The latest city to report 100% of its hardware dealers as subscribers to Hardware and Metal is North Battleford, Sask., where one of our subscription representatives recently secured a subscription order from the one dealer who had not previously been on our list.

Wide-a-wake merchants are quick to realize the wonderful value they get from the fifty-two weekly issues of Hardware and Metal—at a cost of less than four cents a week.

SUBSCRIPTION CANCELLATIONS.

The statement has often been made, by men not connected with our organization, that Hardware and Metal covers its field with greater thoroughness, than any other trade paper in America. We believe that anyone who is familiar with trade papers in Canada and United States, will verify this.

And yet we sometimes receive cancellation orders from our subscribers.

We want to mention two, which have recently come to hand.

One was from W. M. Langton, Nanaimo, B.C., who said:

"As my subscription to Hardware and Metal expires at the end of this month, I do not wish to renew it, as I have discontinued by hardware department altogether. It is eighteen years since I became a reader of your valuable journal, and it is with feelings of regret that I fall out."

The other cancellation to which we refer was from H. F. Cohoon, North Sydney, N.S., a subscriber of 25 year's standing, who wrote as follows:

"Please note in your Business Changes that Bent & Cohoon, North Sydney, have not opened business since being burned out, and will not likely do so.

After working 40 years in the hardware business, although not tired of it, I think I will make a change.

I notice that my subscription to your paper expires in December. Please drop me out then. I have been reading it since the first number. I will miss it. Such is life. The best of friends have to part.

If I open up again, which I may do in the future, you will hear from me."

No better proof of Hardware and Metal's value to the trade need be given than is contained in those two letters. One of these dealers has been paying for and reading Hardware and Metal for eighteen years, and only discontinues his subscription because he has given up his hardware department.

The other, a veteran of the hardware business, has been a reader of Hardware and Metal since its very first issue, 25 years ago. In giving up business, he parts with Hardware and Metal with the same regrets as he would feel in losing an old and valued friend.

These men are located thousands of miles apart, one in Nanaimo, B.C., and the other in North Sydney, N.S., but they are alike in the loyalty they feel for the pioneer Canadian hardware paper, which is still the only weekly hardware paper published in the Dominion.

Manufacturers who have goods to sell to Canadian hardwaremen, will find it very profitable to advertise those goods in Hardware and Metal. For, by so doing, they place behind their sales organization, a prestige which is unique among trade papers on this continent.

The nature of this prestige is well shown by the loyalty of the two old subscribers mentioned above. And there are hundreds of equally loyal subscribers who have been continuously on our lists from fifteen to twenty-five years.

STUDYING ADS. FOR SELLING ARGUMENTS.

"One of the most valuable things to me, in Hardware and Metal," said a Western dealer recently, "is the selling arguments I get from advertisements of manufacturers whose goods I handle."

"As a case in point, I might mention the stove ads. of the———Company. I read them every week, and they always have ideas for me. Many a time I feel sure I would have lost sales, but for some special argument I was able to call to my aid, which I had gleaned from one of these advertisements in Hardware and Metal. And on other occasions, when customers were just on the verge of deciding in favor of a cheaper stove, I recalled talking points which I had read in the advertisements, and which enabled me to clinch the sale for a high-class stove."

This bring up a point which some advertisers may be overlooking. For advertisements in Hardware and Metal should be effective, not only in enlisting new dealers to handle the lines advertised, but in helping dealers who already handle the goods, to increase their sales.

We have a large and varied stock of



CUT GLASS

THE

POPULAR CHRISTMAS GIFT

There is still time to get a good share of this profitable Christmas Trade

SEND US YOUR ORDERS, YOU CAN RELY ON PROMPT SHIPMENT BEING MADE.

H. S. HOWLAND, SONS & CO.

LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY — TORONTO — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

THE ACCURACY



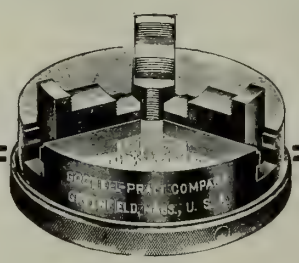
of these low priced chucks has made them very popular with the consumer as well as the trade. Drill Chucks made in several different sizes with shanks for any use. Three sizes of scroll chucks with inside or outside jaws.



Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

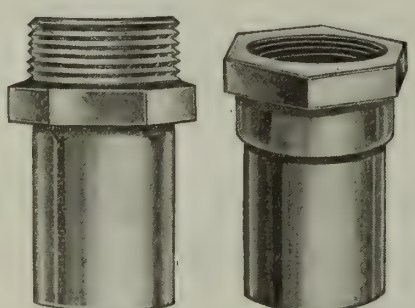


GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD FEMALE THREAD

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

A sample order will convince you that we have reason to be proud of the goods we manufacture



A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG



You can't leave Starrett Tools far away on work like this.

Brains— and Starrett Tools!

Modern machines accomplish such wonderful results that it seems as if they must have brains. They do—they have the brains of inventors, engineers, and mechanics. The only limits to what a fertile brain can produce are the means available for that production.

Brains enter into the invention and construction of tools and appliances necessary for producing our machinery. Of these brain "auxiliaries" no one class of products has required more brains for conception and production than the tools and instruments used by high-class mechanics.

It is important that this should be so, for the only limits to the materialization of brain products are frequently those imposed by the accuracy of our measuring instruments. It is a significant fact that in the greatest shops these limits are generally Starrett tools.

In other words, Starrett tools are regarded as the most highly developed measuring instruments—they are the tools which permit greatest progress on the road to accuracy—they are the world's standard. Capitalize that truth by supplying the wants of the men who do the finest work. Preach Starrett accuracy —reap Starrett profits.

The L. S. Starrett Co.

WORLD'S GREATEST TOOLMAKERS
ATHOL, MASS.

42-270

UNEQUALLED SERVICE AND SATISFACTION

may be obtained by using

APOLLO KEYSTONE COPPER BEARING

Rust Resisting

GALVANIZED SHEETS

Especially adapted for
All Exposed Sheet Metal Work
The very best for

ROOFING **GUTTERS**
VENTILATORS **CULVERT PIPE**

WE ALSO MAKE

Keystone Copper Bearing Black Steel Sheets

SEND FOR OUR ILLUSTRATED BOOKLET

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

THE BARR ACCOUNT REGISTER



COUNTER CABINET STYLE—CLOSED.

Most Efficient and Best to Date—No other Credit Account System on the Market to Equal it—Make us Prove it.

The manufacturers of the Barr Account Register make this claim and they can prove it by demonstration to any merchant's satisfaction. This announcement will fulfil its whole mission if it gets you sufficiently interested to ask for a demonstration.

Merchants Who Handle Accounts Ask For A Demonstration

The **Barr Account Register** is the greatest money-saver you can put into your business. The **Barr Account Register** is the simplest and most quickly operated system yet produced.

The **Barr Account Register** has exclusive features which put it in a class by itself and leaves it without a successful competitor in many points of efficiency.

The **Barr Account Register** gives you an accurate statement of your customer's account to the minute. It makes no mistakes, gives no offence, promotes good feeling amongst your patrons, increases trade and hurries in the money.

The **Barr Account Register** will wipe out of your business most effectively the long hours and the risks of the old bookkeeping system.

Write to-day for more information.

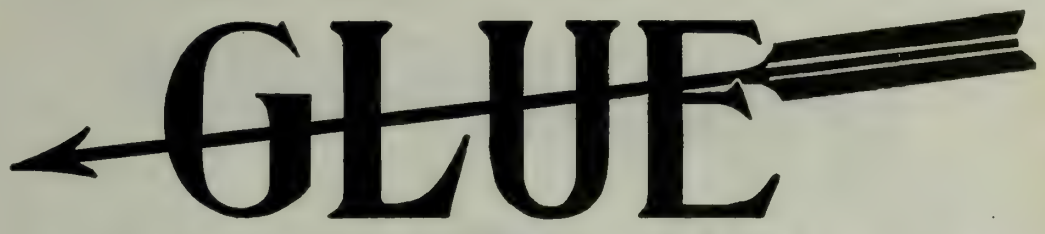
SPECIAL NOTICE : The Barr Register is a bona fide Canadian invention fully protected by valid patents. There is not and never has been any legal proceedings against above patents, notwithstanding all competitors' talk to the contrary.

We make this announcement as we understand that some merchants have been imposed upon and induced to buy other account registers through such talk.
Signed, BARR REGISTERS, LIMITED.

BARR REGISTERS LIMITED

TRENTON, ONT.

Great Britain—Head Offics, Dacre House, No. 5 Arundel St. Strand, London, W. C.—Factory, Birmingham.



IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

Canada Glue Co., Limited, Brantford, Ont.

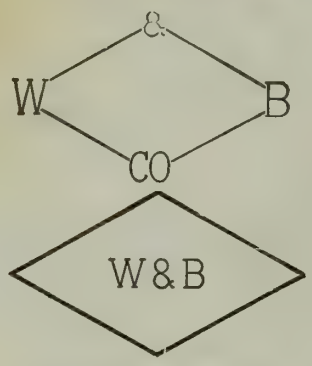
PERSISTENCY IN ADVERTISING

One stroke of a bell in a thick fog does not give any lasting impression of its location, but when followed by repeated strokes at regular intervals the densest fog or the darkest night can not long conceal its whereabouts. Likewise a single insertion of an advertisement—as compared with regular and systematic advertising—is in its effect not unlike a sound which, heard but faintly once, is lost in space and soon forgot.—*Printing Art.*

"W & B" Machinist's Knife Handle Wrenches



Tools of Quality



Bear These Marks.

The Bite That Holds

The essential feature of a good wrench is the ability to bite and hold the bite.

There's nothing to "give" in a "W & B" Machinist's Knife Handle Wrench, therefore the bite is always sure.

The ever increasing sales of "W & B" Wrenches prove a change of selection of wrench buyers who have not been using "W & B" Wrenches.

Write for Catalog No. 82-G.

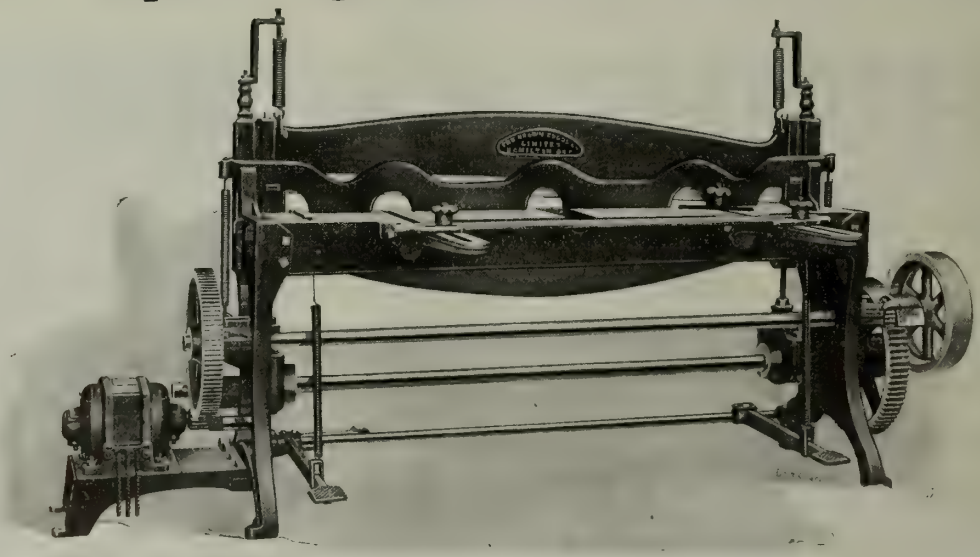
The WHITMAN & BARNES MANUFACTURING CO.

ESTABLISHED 1854

OFFICE AND FACTORY: ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

Power Squaring Shears—Motor Driven



LET US TELL YOU

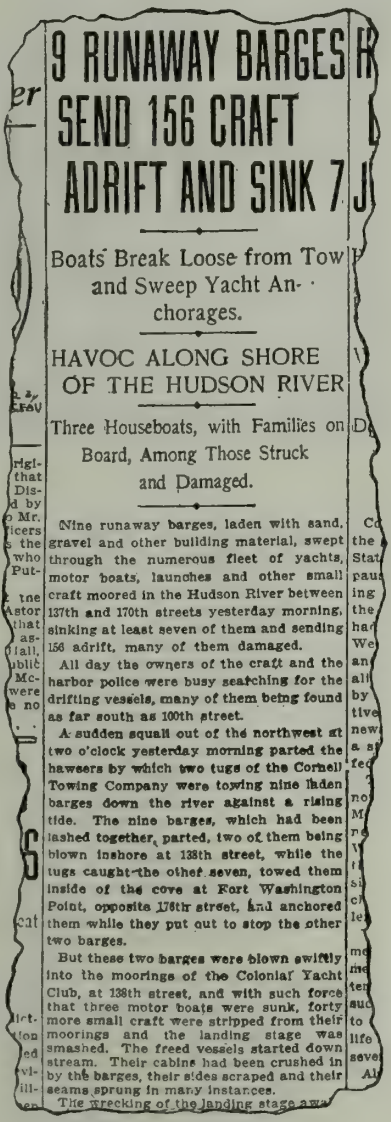
How to cut down your shearing costs. Our shears are equipped with all the **LATEST FEATURES** for **LABOR SAVING** and **SPEED.** We build them in every style, **FOOT, BELT DRIVEN** and **MOTOR DRIVEN,** and all lengths, from **20 INCHES** to **10 FEET.** Get our new **SECTION "B" CATALOGUE,** just issued. It shows a complete line, as well as a full line of machinery for the working of **SHEET METAL, WIRE, TIN, ETC.**

The Brown Boggs Co., Limited

HAMILTON, CANADA

Manufacturers of Presses, Drop Hammers, Dies of every description, Tinsmith Tools, Canning Machinery, etc.

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy seatching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

PLYMOUTH TRADE MARK 1824

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

Highest CHADWICK BRASS CO. TRADE MARK HAMILTON *Quality*

Art Metal Goods, Brass House Furnishings, Etc.



AM 5418. EMPRESS.
Polished Brass. Iron Lined. Diameter 10½ inches. Height 4 inches.

These Cuspidors

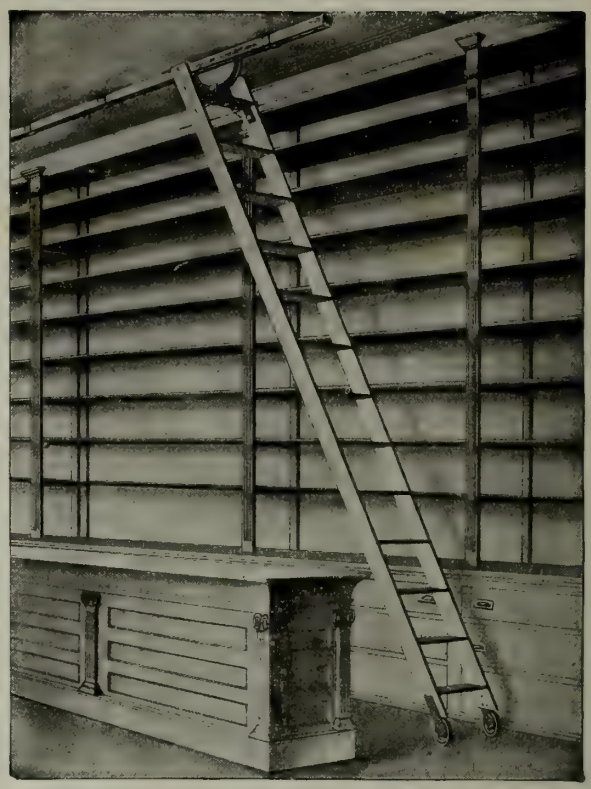
Will sell readily and yield you a most desirable profit.



AM 5047. PRINCE GEORGE.
Polished Brass. Diameter at top 8 inches. Height 8 inches.

Write for complete catalog.

Chadwick Brass Co., Ltd.
Hamilton, Canada



Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

RICHARDS-WILCOX CANADIAN CO., LIMITED
LONDON, ONTARIO

HOODS LTD. INTERNATIONAL EXCHANGE **BIRMINGHAM**

TRADE MARK

THE
PREMIER HOUSE
FOR
ENAMELLEDWARE ALUMINIUMWARE
CHINA, EARTHENWARE, LAMPS and
GENERAL HARDWARE

WHY NOT FAVOR US WITH YOUR ORDERS FOR SPRING DELIVERY!

Special discounts off English list for Wire Netting. Prompt shipment of all goods.

RUSH ORDERS given immediate attention.

SATISFACTION GUARANTEED

Send for illustrated catalogues and full information direct from Suppliers, or their AGENTS:

FRANK D. C. RICHARDS
70 LOMBARD STREET, TORONTO

F. R. MURPHY CO., LTD.
1118 HAMILTON STREET, VANCOUVER (B.C. only)

Jackson's Specialities

SHOULD BE IN ALL HIGH-CLASS STORES

JACKSON & SONS have spared no expense or trouble to produce goods they believe to be perfect, and venture to assert that the quality, style of packing, showboards and outlay on advertising make the Specialities easier of sale by the retailer than any of the imitations being offered.

JACKSON'S Real English

CAMPHORATED

WAX POLISH

THE ORIGINAL and GENUINE PREPARATION for producing a beautiful and lasting lustre on STAINED, PARQUET and HARDWOOD FLOORS, FURNITURE, FIXINGS, WOODWORK of every kind and wherever a refined and durable polish is desired. Used on LINOLEUM, HARNESS, CAR and CARRIAGE HOODS, BROWN BOOTS, LEGGINGS and all kinds of LEATHER. It gives a BRILLIANT and WATERPROOF POLISH and so nourishes and preserves the material that the durability is greatly increased.

Packed in Patent Double Lidded, Air Tight Tins

5 sizes

Decorated Enamel Finish Yellow, Blue and Black

No Paper Labels used



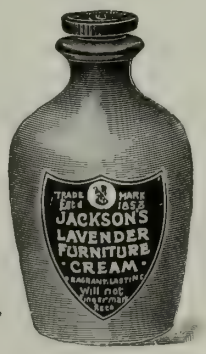
No Soiled Labels — will keep fresh and good for any length of time.



JACKSON'S VARNISH STAINS

Light, Medium and Dark Oak, Walnut, Mahogany, Rosewood, Satinwood, Maple, Cherry, Ebony, Green. For Staining and Varnishing in one operation, Floors, Furniture, and all kinds of Woodwork. Hard Drying, Durable, Economical, Easy. In Enamelled Tins, 4 and 6 ozs., half-pint, pint, quart, half and 1 gallon (Imperial, not American measure—1½ pints more.)

Jackson's Lavender Furniture Cream



Very Fragrant and will not finger-mark. In artistic Doulton Lavender ware. Jars or Glass Vases.
¼, ½ and 1 pint.

MANUFACTURED BY

T. S. JACKSON & SONS

Corner Wharf, Malt Street, LONDON S. E., England.
Contractors to H. M. Admiralty, War Office, Public Institutions, &c.

ESTABLISHED 1852

CANADIAN AGENTS:—B. R. HARRISON & CO., 505 Welton Bldg., Vancouver, Phone Seymour 8718; Messrs. HARRISON, WHITE & BARKER, 439 Lougheed Building, Calgary, who will furnish Price Lists, Samples, etc., or direct correspondence to JACKSON & SONS' Works, will receive prompt attention.



Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

Holiday Displays That Count

"Universal" Electric Home Needs

Owing to their striking appearance make exceptionally strong displays.

Their usefulness and economy in operation makes them desirable holiday gifts.

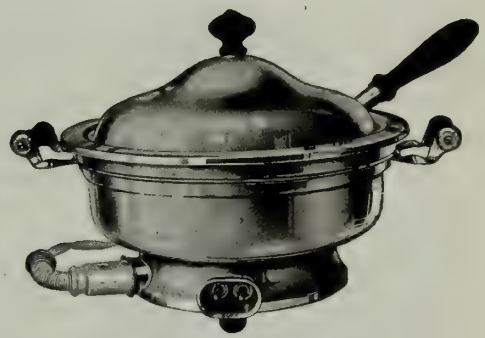
The profit on each article makes it worth your while to push their sales.



"Universal" Coffee Percolators
Electric.
$7.50 to $11.00.



"Universal" Coffee Urns
Electric.
$9.00 to $16.00.



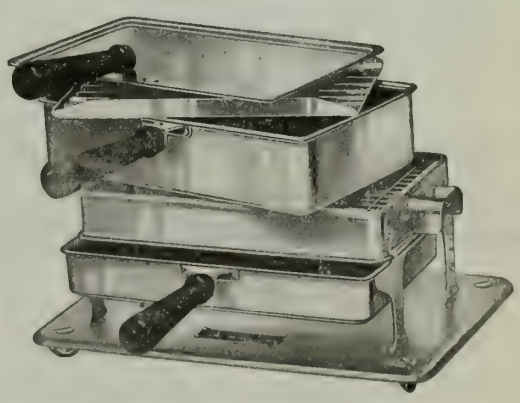
"Universal" Chafing Dishes,
Electric.
$10.00 to $15.00.



"Universal" Toaster
Electric.
$4.00.



"Universal" Samovar
Electric.
$8.75 to $11.50.



"Universal" Grill,
Electric.
$6.50.

UNIVERSAL

Landers, Frary & Clark

UNIVERSAL

New Britain, Conn., U.S.A.

"TARBOX BRAND"

CHEMICALLY TREATED DRY DUSTING MOPS

Need no re-treating **before or after washing**—the treatment lasts as long as the Mop lasts. The coarse dirt and lint can be shaken out—every particle of dust sticks—until washed out with **hot water and soap.**

After washing the Chemical exudes just sufficient dampness for efficient dusting. **No oil or oil polish** to grease or smear floors or furnishings. May be used on walls and ceiling without the least danger of staining.

They leave painted and polished surfaces with the "sheen" so much appreciated by particular housekeepers on waxed floors.

Round, Flat, Circular, Triangular and **Brush-shapes**—In styles to please all.

"Tarbox Brand" may not be classed or compared with oil-soaked mops—(few women want their floors oiled every day, if ever). These goods are prepared for the daily dusting—**Dry Dusting** and leave the floor **dry**, not **mucked.** Our retail price list is base, from which jobbers can allow you 40%. Quick Western shipments may be obtained from



The illustrations show our new design of Circular and Triangular Mop construction.
The neatest, strongest and most up-to-date Dusting Mop construction on the market. Practically indestructible.

Circular shape, retail **$1.00**
Triangular (¼ larger than the Circular) **1.25**

WALTER WOODS & CO., Winnipeg, Man.

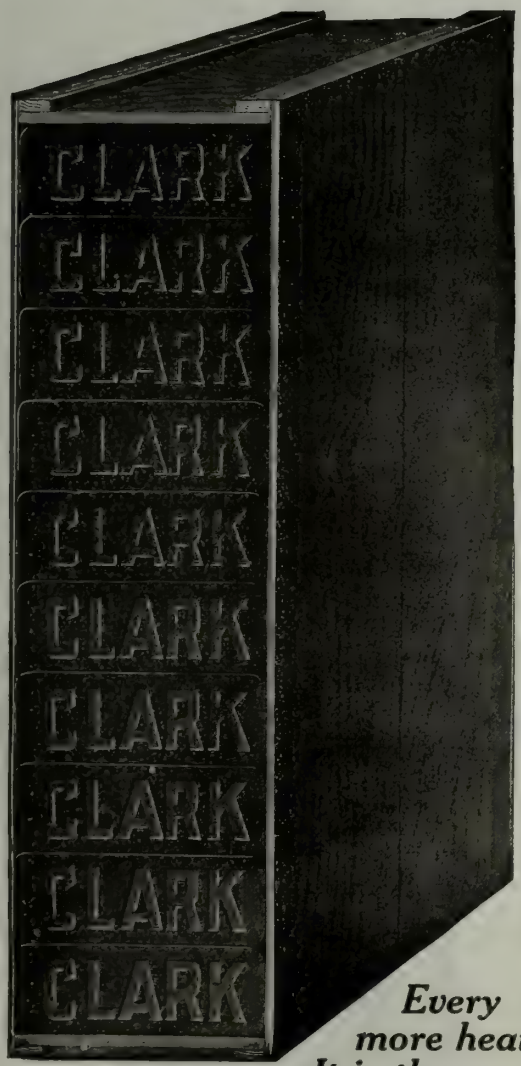
Manufactured by

TARBOX BROS., Toronto

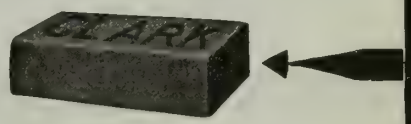
AGENCIES: Vancouver Edmonton Montreal Glasgow, Scotland Leeds, England

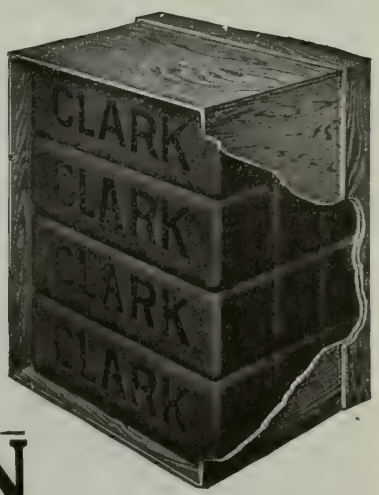
John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

Don't monkey with trashy fuel for automobile, sleigh, carriage or wagon heaters



It doesn't pay. Every customer who buys fuel bricks from you that do not turn out well has less confidence in you for the future. You can't build a larger business on that kind of deal. When you buy heater fuel you do not want fuel that is good one shipment and poor the next—you want fuel that can be depended upon to be right every time—fuel that always burns and gives the maximum amount of heat without flame or smoke or smell. There is but one fuel brick made which **always** meets those requirements and that is **the celebrated**





CLARK CARBON

Every brick is guaranteed to yield 25 per cent more heat than any other fuel brick on the market. It is the one great heater fuel.

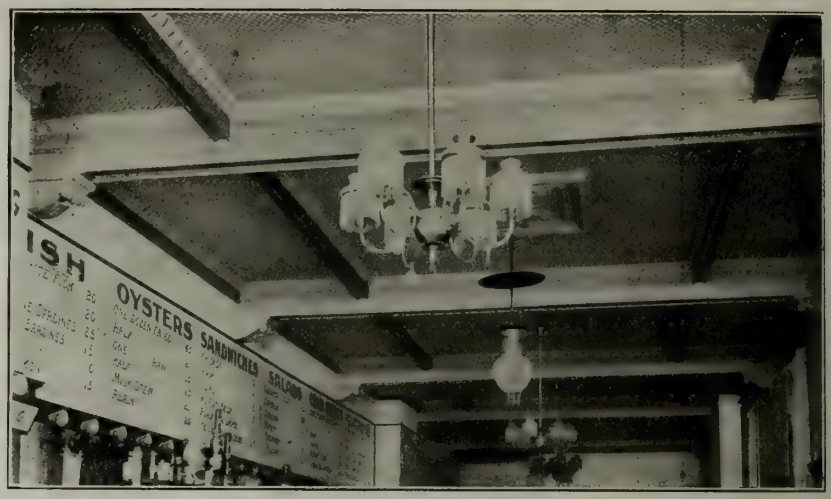
OUR ABC FUEL BRICK is a second grade heater fuel that we guarantee to be the equal of any brick on the market outside of our **Clark Carbon.**

CLARK HEATERS are each guaranteed to please the user or no sale. They are made right, are widely advertised and sell faster than any other make on the market.

Practically every jobber of importance in Canada carries this line. Now is THE time of all the year to sell these goods. Order some today.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. **TORONTO, Ont.** **PRESTON, Ont.** **WINNIPEG, Man.** **SASKATOON, Sask.**

Offices in all large cities

Head Office: PRESTON, ONTARIO

Fast Sellers and Good Repeaters



NEW CENTURY

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

Catalogue mailed on request.

The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**



1883 WRIGHTLIGHT 1913

Short Globe Lanterns have behind them the guarantee and backing of the oldest established firm of Lantern manufacturers in Canada.

It was in 1883 that E. T. Wright & Co. turned out the first Canadian Tubular Lantern, and to-day (30 years afterwards) the same firm under the same management, are still the pioneers of the Lantern world.

Our **WRIGHTLIGHT** Lantern is the latest product of thirty years of Lantern experience. Let us tell you at least a few of the **WRIGHTLIGHT** exclusive features, which are not found on any of the Canadian imitations of our Lantern—

NON-DETACHABLE WIRE EARS AND BAIL—This patented idea of ours makes it impossible for the handle to work loose or drop off. The Lantern must be torn to pieces before the handle will break away.

RISING CONE—The burner cone is attached to the globe disc, and rises with the globe when you are ready to light the Lantern. This leaves the wick exposed ready for the match, and insures a perfect fit when the globe descends.

And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

TO CORRECT A FALSE IMPRESSION that is being circulated among some of our Lantern friends, let us assure them that all patent rights in connection with our No. 3 **WRIGHTLIGHT** Short Globe Lantern are vested solely in ourselves, and are nobody's concern but our own—and our lantern friends, who benefit by them.

Buyers who prefer a full-length globe will find that our No. 4 Cold Blast Pattern will answer their requirements perfectly.

A large stock of both patterns on hand always, and prompt shipments a certainty.

E. T. WRIGHT COMPANY, LIMITED

HAMILTON, CANADA

The Lantern Manufacturers of Canada

In The Past **At The Present** **For The Future**

The Demand

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

that our Engineers' and Plumbers' Supplies create means more business and more profit for you.

Everything we handle is guaranteed to be of the highest quality and efficient in every respect.

It will only cost you a postcard to get particulars on any line or lines, why not write us now?

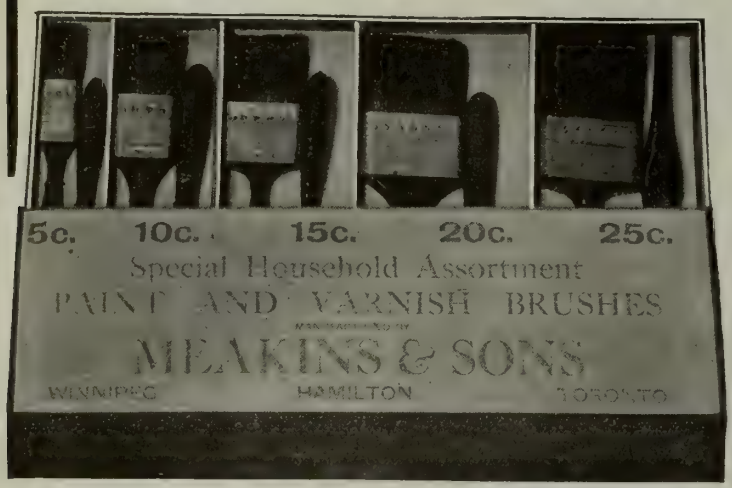
TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, Toronto

One of these sets on your counter

will not only add to its appearance, but will attract people's attention and sell a great many of these popular-priced, well-made brushes. And by introducing your customer to



"Meakins Quality"

you will create a demand for Meakins Brushes that will turn big profits your way. Become a "Meakins" dealer and you'll find that Meakins Brushes are as good an investment as you ever made.

Order one set only if you like—from your jobber, or if he hasn't got them, from us direct. But do it to-day while you think of it. We've a catalog for you.

Meakins & Sons, Limited
HAMILTON, ONTARIO



Bright and Attractive Goods

that sell well at this time of the year, as they make

Inexpensive, Useful and Acceptable Presents

Polished Copper, Hot Water Kettle

with Spirit Stove and Neat Brass Stand.
Number . . . . 6453. Capacity, 2 Imperial Pints.

Solid Brass Toddy Kettle

Seamless body, with Amber Glass Handle and Brass Ball Feet.

Capacity, 2 Imperial Pints.



We also have in stock many lines of nickel-plated Tea and Coffee Pots, hand painted Delf Tea Pots with solid nickel silver trimmings and stands to match. Prices quoted on application.

The Thos. Davidson Mfg. Co., Limited
MONTREAL WINNIPEG TORONTO



Automatically Regulates Fire.

Saves 25% of Fuel.

Maintains Uniform Temperature.

Prolongs Life of Stove.

Prevents overheated Flues.

Fire cannot run away.

Used with any Fuel.

Furnished for all sizes of pipe.

Send for circular.

Arnold Automatic Damper

For

Stoves or Furnaces

GUARANTEED

To Save 25% of Fuel or Money Refunded

Sold exclusively through dealers by

W. H. Thorne & Co., Ltd., St. John
In Maritime Provinces.

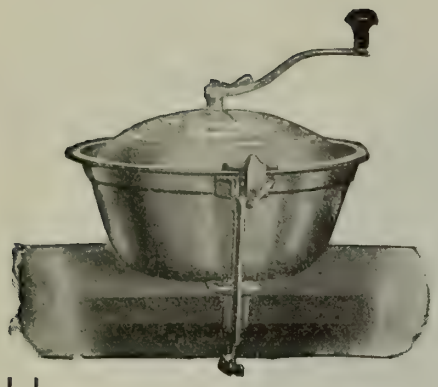
Wood, Vallance & Co., Hamilton
In Western Ontario.

Marshall-Wells Co., Ltd., Winnipeg
In Western Canada.

Lewis Bros., Ltd., Montreal
In Eastern Ontario and Quebec.

Automatic Damper Co., Limited

Hamilton and Winnipeg



A Seasonable Reminder for Dealers

An appeal to a Sanitary, Easy Method of baking at this season of the year is sure to bring results.

That is, providing you have an article in stock that will fulfill these requirements.

McClary's "Sanitary" Bread Maker makes baking a pleasure by removing the unsanitary, disagreeable method of kneading with the hands.

It is easily kept clean because its simple construction allows it to be easily taken apart.

The seamless bowl leaves no seams for the food to lodge in and eventually become delayed.

The article is right, the demand sure. Secure a stock immediately.

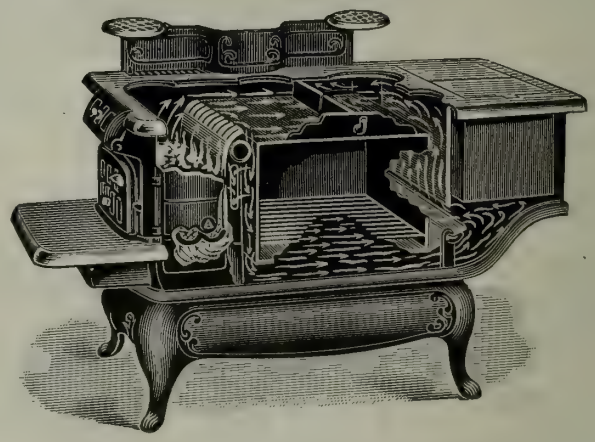
McClary's Ship Quick

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

Suppose Someone Said:—



"Mr. Hardwareman, can you tell me of a really good stove, one that will save considerable coal and give my wife less trouble?"

Your mind would run over those you had in stock, would think of all the good points of the line you carried.

Suppose you had a SUPREME there?

In a flash you'd know what to say; you'd just describe the "Supreme," point out the improved fire travel, tell him about **the guaranteed 50% saving in fuel.**

And you'd feel so sure that the "Supreme" could make good everything you claimed for it that the confident ring in your voice, the real enthusiasm you'd show would make the sale.

One month later that man would be a regular customer, he would remember the stove and trust the man who sold it to him. "Supreme" Prestige brought him back, that's the reason.

Turn all this into reality, become a "Supreme" dealer. For the "Supreme" not only works for you this way, but also give you a handsome profit on every one you sell.

Write for particulars—now.

The Supreme Heating Co., Limited, Welland, Ontario

THE PRESENT AGE DEMANDS QUALITY

Years ago when the demand for the cheaper article was paramount, McClary's goods never receded from their high standard. The result of that adherence to quality has evidence in the fact that McClary's are now the largest stove manufacturers in the British Empire.

A great factor in the building up of this high reputation for quality is undoubtedly

McClary's Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

Customers will appreciate its handsome and attractive appearance and also the following exclusive features.

The thoroughly ventilated oven prevents the air from becoming tainted and provides a current of fresh air moving continually through the oven.

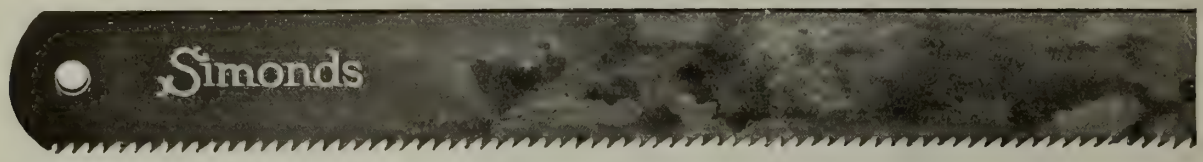
The heavy triple triangular grates present three distinct sides to the heat of the fuel, thus increasing to a considerable extent the life of the grates.

The large, roomy and correctly proportioned fire-box is lined with McClary's famous semi-steel, a metal that fulfils its special function of resisting the wear and tear of the heat to a remarkable extent.

Write our nearest Branch for a supply of booklets for distribution to your customers.

McClary's

MONTREAL
HAMILTON
LONDON
TORONTO
CALGARY
WINNIPEG
VANCOUVER
SASKATOON
EDMONTON
ST. JOHN, N. B.



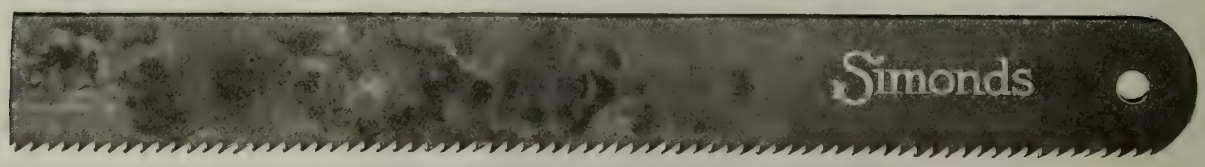
Do You Desire To Sell High Grade Hack Saws?

One of our factories in the States we devote to the manufacture of Simonds Hack Saw Blades for hand or power machine use. Absolutely best quality is our standard and we have found the market desires such a blade.
If interested in selling the best of its kind in your store, write for quantity discounts.

SIMONDS CANADA SAW COMPANY, LIMITED

St. Remi St. and Acorn Ave.

St. John, N.B. MONTREAL Vancouver, B.C.



WHY NOT CARRY

NICHOLSON-MADE FILES?

The service of a file depends on delicately adjusted conditions. The slightest change in a "run" of ordinary steel can greatly reduce the efficiency of a file made from that steel.

When you carry "Nicholson-made" Files or Rasps, you benefit by the buying power of an organization whose customers consume over 1,000,000 files a week. The production allows the use of a private steel, of special formula for file use, in the case of "Nicholson-made" Files.

Each file you sell on your shelves is made from this private steel of unchanging quality — if the File is



"Nicholson-made" in one of the following brands:

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

and you **know** in advance that the particular single file you sell a customer will "make good."

But to make assurance doubly sure and certain, each "Nicholson-made" File (or Rasp) is subject to 10 separate inspections during making, is cut on private machines, heat-treated and hardened by private processes, and hand tested on every cutting side.

Each file on your shelf is a "standard" of efficiency. "Nicholson-made" Files, obtainable from all jobbers, give sure and certain service, without extra cost to you or your customer. Carry them.

NICHOLSON

File Company 39

Port Hope, Canada



No. 3423—Nickle, 2 cell
No. 3425—Nickle, 2 cell
No. 3426—Nickle, 2 cell
No. 3429—Nickle, 2 cell
No. 4730—Leatherette

Numbers 3423 and 3425 are the big sellers.

The Demand For

FRANCO TUNGSTEN FLASHLIGHTS

Is being met by the best Hardware Dealers

Your Jobber will supply you

ORDER NOW

CANADIAN CARBON CO. OF WINNIPEG, LIMITED

Western Representatives of Franco Brand, Winnipeg, Man.

Tubular Types

No. 6781—1¼x5 in.
No. 6784—1½x6 in.
No. 6786—1½x8½ in.
No. 6798—1½x6½ in.
No. 6794—1½x8½ in.

Flare End Type

No. 6788—1½x6½ in.
No. 6789—1½x8½ in.



HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE

1. **Its Advertisers**—are those who sell the best goods at the right price.
2. **Its Question Box** "is practical."
3. **Its Articles**—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

MacLean Pub. Co.,
143 University Ave., Toronto.
Please send me (free) sample copy of Sanitary Engineer, post-paid.

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Published by

The MacLean Publishing Company, Limited
143 University Ave., TORONTO
$1.00 PER ANNUM

Write for sample copy. Fill in and mail this slip before you overlook it.

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited,

North Transcona, Man.

Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

Eley $\frac{5}{8}$-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.

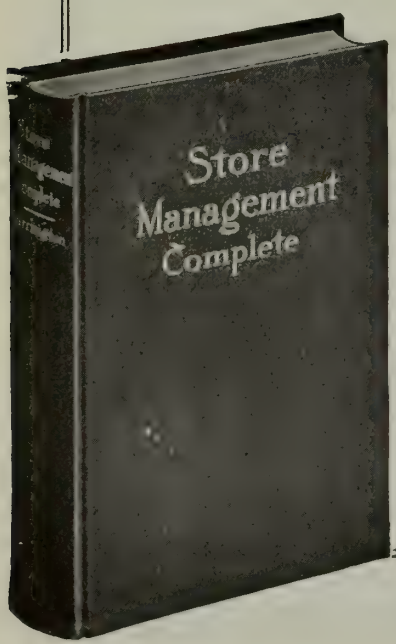


ARE YOU THE MAN AT THE HELM?

Are you running your ship of business along the shortest and safest course to the harbor of success? Or are you going a roundabout way, scratching and scraping along the rocks of loss and failure.

Get in the right course, be on the lookout for new thoughts, ideas, schemes, etc., and you will have a successful run.

STORE MANAGEMENT COMPLETE



is a guide that will show you how to get the maximum trade and profit out of your business. This book is written by Frank Farrington (a companion book to "Retail Advertising Complete.") It tells all about the management of a store. The following is a synopsis of one of the chapters:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivery goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

"Store Management—Complete" is bound in cloth, contains 272 pages, 16 full page illustrations, and 13 chapters. $1.00 brings this book to you postpaid. Money refunded within 10 days if not satisfactory.

Absolutely New **Just Published**

TECHNICAL BOOK DEPARTMENT

MacLean Publishing Co.

143-149 University Avenue **TORONTO**

American Grinders

WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

Then the American will make a big hit with you! It's the simplest, strongest, smoothest-running Grinder on the market—**bar none!** And it has the "built-for-business" look that catches the eye of the mechanic. Furthermore, American Grinders are

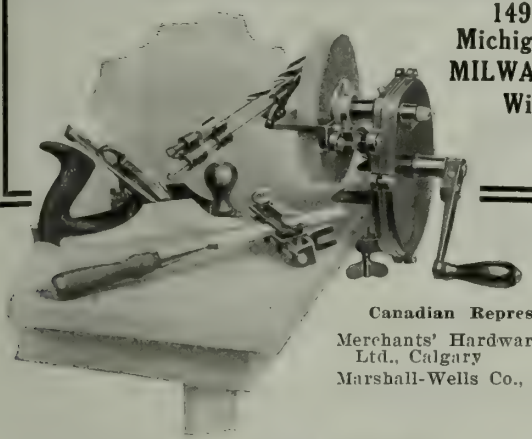
Made with a positively oil-tight case.

Gears operate in a bath-of-oil

That means—double life for the machine—and easy sales and big profits for the live dealer who knows how to push goods of **exceptional quality!** Our new catalog is yours for the asking. Write our nearest jobber to-day.

American Grinder Mfg. Co.

149-153 Michigan St. MILWAUKEE, Wis.



Canadian Representatives:

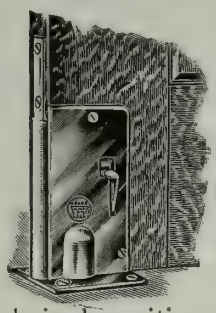
Merchants' Hardware Specialties, Ltd., Calgary

Marshall-Wells Co., Winnipeg.

CHICAGO SPRING BUTTS

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



CHICAGO "RELAX" SPRING HINGES

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE CSB CO MARK — NEW YORK

MAYMORE

BRASS Fire Sets, Fenders, Screens, Kettles, Gongs, Etc.

Finish and Design our Specialty



You Should See Our New and Up-to Date Line of Furnishing Goods

Write For Catalog

Thomas W. Kirby 75 Yonge St. Arcade Toronto

Canadian Agents for

MAY & PADMORE Ltd BIRMINGHAM ENG.

RIGHT HERE

at our Toronto warehouse we hold a large stock of

ALUMINIUM

Sheets, Tubes, Sections, Wire Rods and Ingots.

Being actual producers of the metal we can quote you close prices. Call round and let us show you a few forms in which the metal can be used in your business.

The

British Aluminium Co., Ltd.

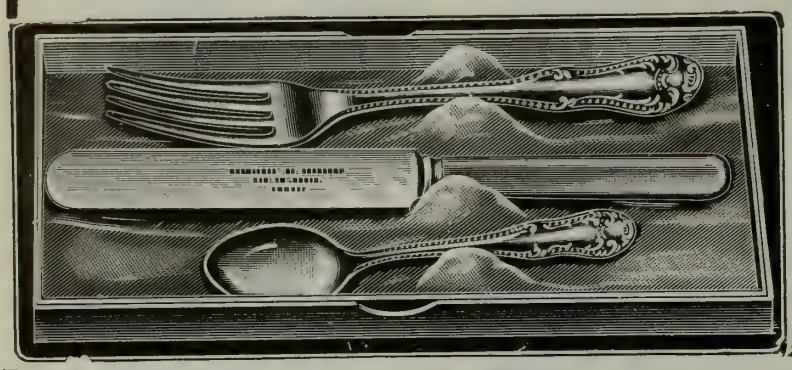
OF LONDON, ENG.

60 WEST FRONT ST., TORONTO

Phone Ade. 3368 **Cables Cryolite, Toronto**

High Grade Cutlery Electro—Plate and Solid Nickel-Silver Flatware

Helena Pattern



This Child's Set Will Make a Nice Gift

It is put up in a neat, tasty, satin-lined box, and is sure to draw attention.

Stock a few now. They pay a good profit, and are guaranteed to give perfect satisfaction.

McGLASHAN CLARKE CO., LTD.
NIAGARA FALLS, CANADA

AGENTS:
J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
BENJ. ROGERS, Charlottetown, P.E.I.

HONER AND GRIMM



METALWARE MANUFACTURERS

SPAICHINGEN
GERMANY

The Leading Producers of Metal Tea and Coffee Pots, Sugar Bowls, etc., in both Tin and Nickel Plated, first-class finish.
Also all kinds of Toilet Articles, including Metal Shaving Sets, Shaving Mirrors, Manicure Stands, etc.
It will pay you to investigate this line. These goods create new business.

Canadian Agents: MESSRS. RAU, VOSS & CO., - - 160 BAY STREET, TORONTO

Wood Mantels, Coal, Gas or Electric Grates
Tiles and Tile Work in all Its Branches

BRASS and IRON FENDERS, FIRE SETS, ANDIRONS, BASKETS, GAS LOGS, Etc., in fact Everything for the Fire-Place

Manufacturers and Dealers in ELECTRIC LIGHTING FIXTURES

Our Motto—"QUALITY"

THE BARTON NETTING CO., LIMITED

38 Ouellette Avenue - - - WINDSOR, ONT.

STANDARD CHAIN COMPANY



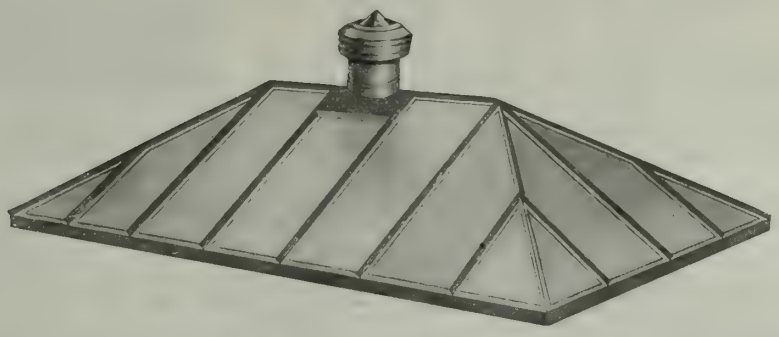
COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, St. Nicholas Building, MONTREAL



Now for "Metallic" Skylights

We manufacture skylights of all sizes and shapes, for all kinds of buildings. It will pay you to write,—telling us your requirements, so that we can send you complete information.

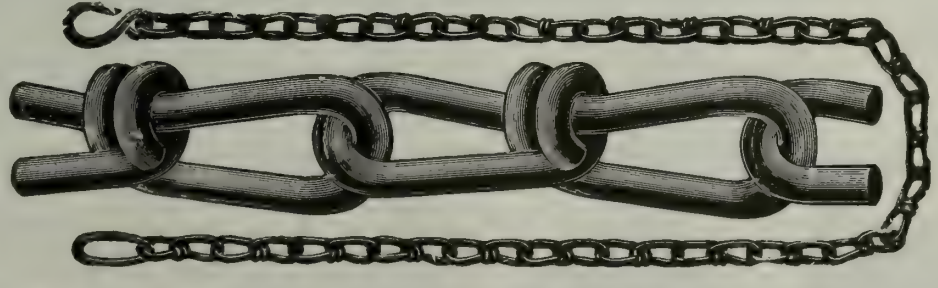
We can save you money and give you a better job on any skylight, hollow metal construction, plain or wired glass.

Ask us to send you catalogue covering skylights, ventilators, cornices, etc.
We manufacture all kinds of sheet metal building materials.

The Metalic Roofing Co., Limited
MANUFACTURERS
TORONTO and WINNIPEG

New Process Steel Wire Trace Chains

TIE OUT CHAINS DOG CHAINS
HALTER CHAINS CATTLE CHAINS



The most satisfactory chain to handle. Now is the time to specify for your Fall Chains

BE SURE TO MENTION GREENING'S

Manufactured by

THE B. GREENING WIRE CO., Limited

HAMILTON, ONT. MONTREAL, QUE.

MAGNOLIA



UNIVERSALLY SPOKEN OF AS THE "OLD RELIABLE"

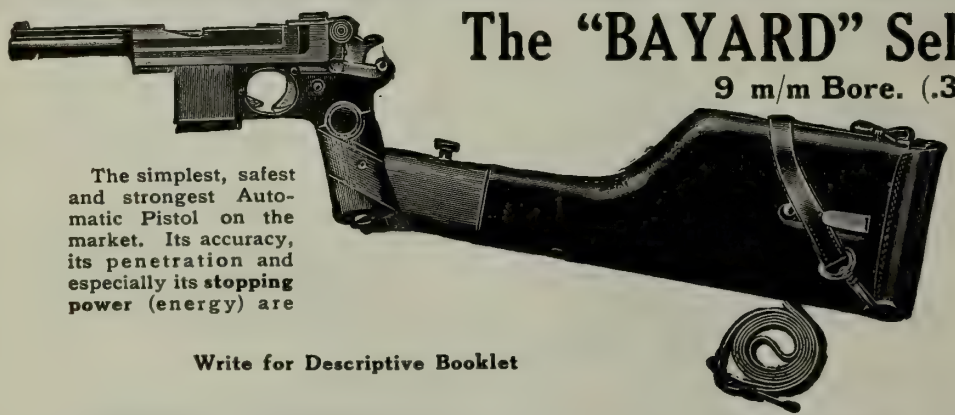
SOLD BY LEADING DEALERS EVERRE OR BY

TRADE MARK

MAGNOLIA METAL CO.

Office and Factory 225 St. Ambroise Street, Montreal

TRADE MARK



The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)

The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are unsurpassed. A bullet from the **Bayard** Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

Write for Descriptive Booklet

McGILL CUTLERY CO., P.O. BOX 580 **Montreal, Canada**

ENGELS SKATES



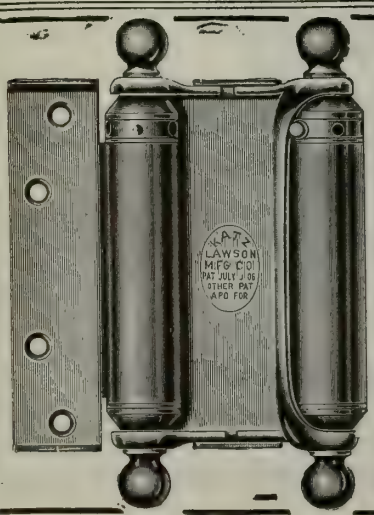
THOMAS B. LEE
30 FRONT ST. EAST,
TORONTO, CAN.

No. 900 TUBE

Quality, Style and Finish

WRITE FOR PRICES

THOMAS B. LEE
30 FRONT ST. EAST,
TORONTO, CAN.



TRADE MARK

"KATZ"

Reg. U. S. Pat. Office

Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

Lawson Mfg. Co.

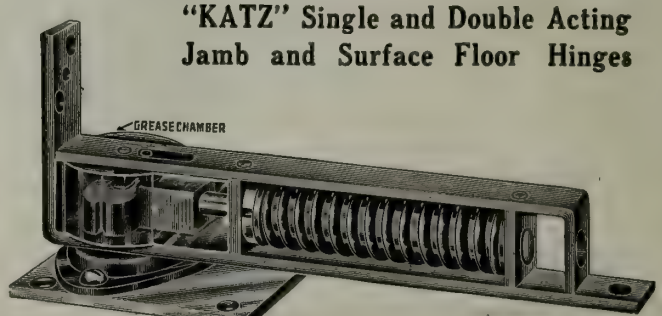
CHICAGO

215 W. Huron St.

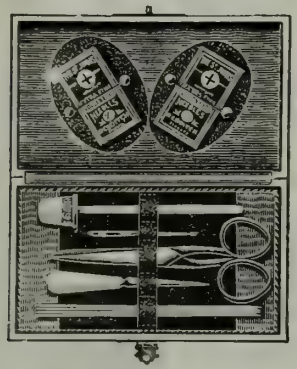
New York - Philadelphia

Who Can Beat Them?

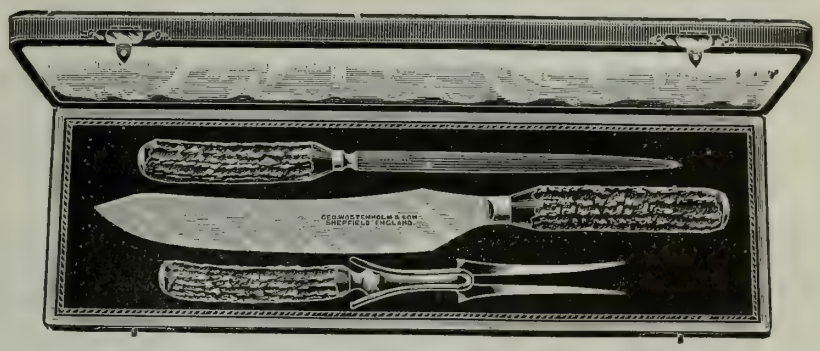
"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



Christmas Suggestions



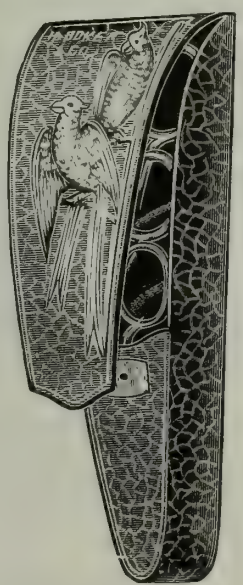
Ladies Companions.



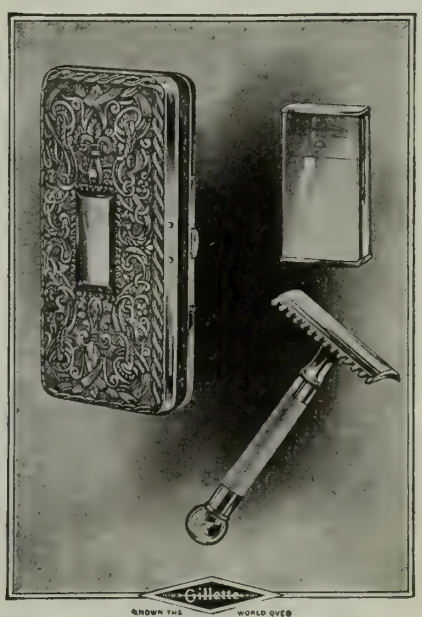
Carvers in cases for meat or fish. A very large variety.



Manicure Sets.



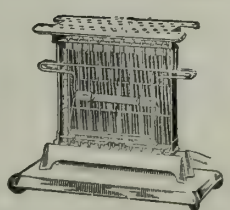
Scissors in Cases.



Razor Sets.



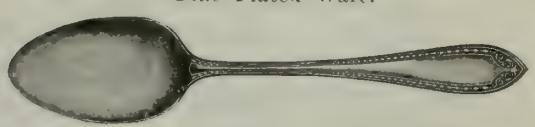
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Salad Sets

CUTLERY CABINETS

Many other useful gifts shown in our Catalogue

CAVERHILL, LEARMONT & CO.

MONTREAL

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.

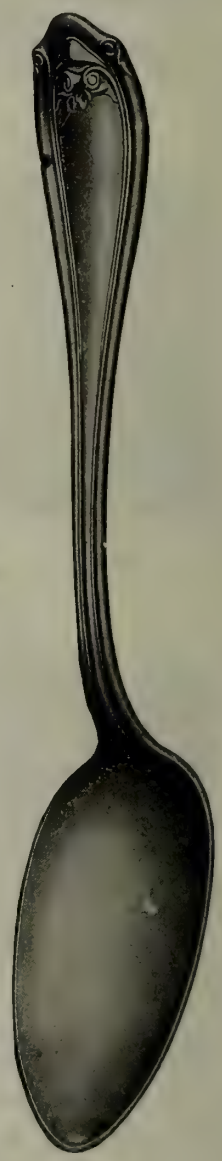
Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

Abington



CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, DECEMBER 13, 1913. No. 50

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THE MACLEAN PUBLISHING COMPANY, LIMITED

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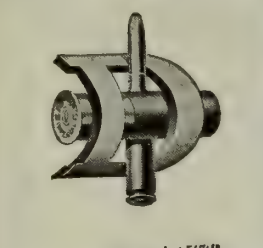
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Throughout the length and breath of Canada; in every paper that enters the home, we're telling the story of

O-Cedar Polish Mop

(Made in Canada)



And we have taken such big space and we are telling it so convincingly that our dealers are doing a big business on the demand we've created. Take advantage now of this tremendous campaign by stocking the "O-Cedar" having it always where your patrons can see it and feature it whenever you can get a chance.

A moderately advertised article is easier to sell than one not advertised at all.

A nationally advertised article such as the "O-Cedar" not only sells itself almost but adds a hall-mark of reliability to any dealer who handles it.



Back up our national campaign by making it easy for people to see the "O-Cedar" and to you will come your share of profits of this great new business. Write now.

CHANNELL CHEMICAL CO., LIMITED

369 Sorauren Ave., Toronto, Ont.

HARDWARE AND METAL

Vol. XXV. DECEMBER 13, 1913 No. 50

The Market as a Trade Bringer

When Farmers Attend Market it Means Increased Trade for the Merchants—How Neglect to Keep Up Market Resulted Seriously for an Ontario Town—Its Revival Has Brought Trade Back in Larger Volume Than Ever Before.



A typical scene in a market town—Does this mean business for the merchant?

A SHORT time ago, a town in Western Ontario opened a local market. The opening took place on a Saturday morning. For several weeks previous to the date of opening, the coming event, had been advertised far and wide.

On opening day an actual count was taken, and there were over 125 farmers' vehicles on the market.

Farmers were present from communities 25 and 30 miles away from the town, in which the market opening took place.

Some of the farmers had not been to the town since the early days. The town had in the early days, a splendid market, and was the central trading point of farmers for many miles around.

For some years the market and the town prospered. Farmers brought in their stock and produce, and sold their goods to townspeople, to merchants in the town, and to buyers who were present and who represented large firms in the big cities of the province.

Saturday was looked upon as the big business day of the week. Merchants prepared for the Saturday rush, and arrangements were always made in advance to handle the farm trade.

The farmers' vehicles would begin to appear in the market shortly after seven o'clock in the morning, and by nine-thirty, the market place was generally crowded.

By 11 o'clock business on the market was generally over and the farmers and their wives with goodly sums of cash in their pockets, proceeded to purchase supplies.

Some dealers would do more business on a single Saturday than they would do in two or three days during the rest of the week. The merchants realized the importance of the farmers' trade.

The farmers always took a great interest in matters pertaining to the town's welfare, and read the weekly papers closely.

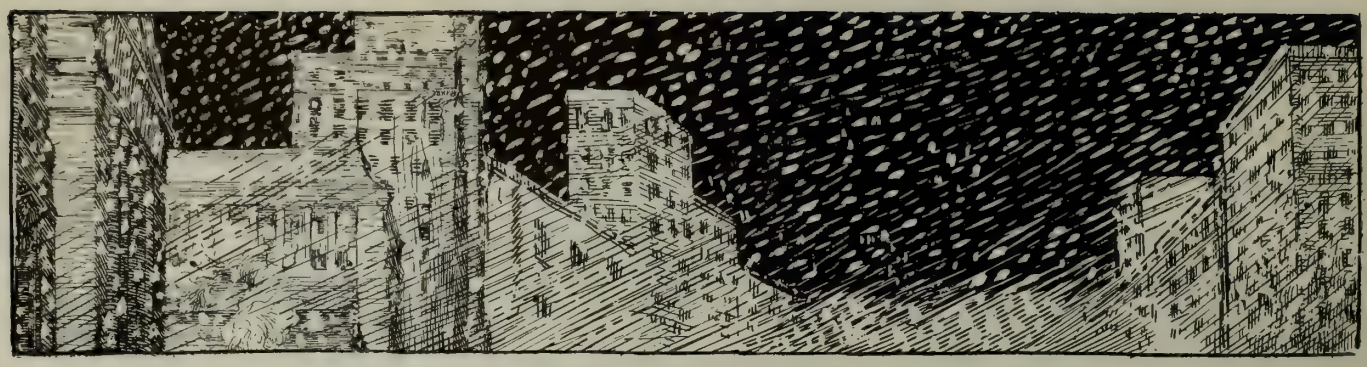
The merchants used considerable advertising space in the weekly papers and featured goods in which the farmer was interested.

The annual fall fair was also a good attraction and helped to create good feeling between the country and town people. Other attractions were held at various times during each year, and farmers always found time to be present.

For a number of years the town prospered and the merchants secured a large patronage from the farming communities.

Then the unfortunate happened. Some of the merchants who in past years had been foremost in promoting attractions in which the farmer was interested, and in working to make the fall fair a success, decided that they had done their share of work along this line, and they

(Continued on page 41.)



The Opportunity for Stove Sales Has Arrived

The Long Deferred Cold Weather Having Arrived, Dealers Should Make Every Effort to Move Out Their Stock—Stores Should Sell in Steady Volume Until End of Year—Methods to be Followed.

The wind don't blow like hurricane,
'Twas not like this of yore,
I find it mighty hard to move
The stove stock in my store.

FOR some weeks past, hardware dealers in various parts of the country have been complaining of slackness in their stove department.

August shipments by manufacturers, of stoves booked for 1913 fall business were exceptionally heavy. Dealers who for the past few years have shown an annual increase in stove sales expected to show the same proportion of increase this season.

On that account booking was heavy and at the commencement of the stove-selling season, retailers in the majority of cases had heavy stocks on hand.

Had it not been for uncontrollable and unexpected weather conditions the chances are that very few merchants would have been disappointed.

During the past six or eight weeks—usually a cold period—the weather has been exceptionally mild, and it is a hard proposition to make the public purchase cold weather needs, during mild weather. Many people are inclined to put off purchasing until the last minute. If the cold weather does not arrive before Christmas they very often get the idea that they can then put off the purchase for another year.

This is one of the reasons why every effort should be made to make as many stove sales as possible before Christmas. There are of course, many stove sales to be made after Christmas, but, as stated before, there are many people who are excellent prospects before Christmas, but after that date it is a hard proposition to make them purchase a stove.

It is therefore, highly desirable that activity in the stove department be kept up incessantly and that every opportunity be taken to create sales.

Business Opened Well.

During the early part of October the stove business started off with a rush. Several retail firms had "stove opening" days and many sales were made, one firm having a record of sixty-five sales in two days. This record was made by a hardware firm in an Ontario city.

Their opening day is an annual feature and although they make a large number of sales at the start, they do not relax their efforts, but keep up enthusiasm in the stove department until late in the season.

Other firms had exhibits at the annual fall fairs and, while a number of direct sales are made through publicity of this kind, probably the greatest benefit the dealer derives is the publicity, and the names of prospective stove purchasers he secures.

No doubt there are many dealers who now have the names of several prospective purchasers but the latter have been putting-off making purchases on account of the recent mild weather.

During the mild period there has no doubt, been a large number of people looking around. They have been looking for information regarding stoves with a view of making a purchase as soon as the cold weather arrived.

Now is the Time.

The cold snap has now arrived. How long it will remain is a matter for conjecture, but one important feature which cannot be overlooked is the advisability and necessity of closing-up as many stove sales as possible during the next week.

The week immediately preceding Christmas Day is usually taken up largely, for pushing the sale of, and featuring Christmas goods. The show windows are also used for displaying goods of this nature.

It is, therefore, very important that the short space of time before that period should be occupied largely in pushing the sale of the ever important and profitable line—stoves.

The arrival of cold weather has had the effect of making the public realize the necessity of adequate heating appliances.

Prospective purchasers are now in a good mood to be approached regarding their intended purchases.

Dealers who have lists of prospects would find the present an opportune time to make sales. The prospects cannot now say that they are putting off purchasing on account of mild weather.

Dealer Has Good Case.

The dealer has many good arguments which he can use to show customers the advantages to be gained and the economy of purchasing a range or heater which will give a maximum amount of heat and service with a minimum amount of fuel.

The dealer asks how he should go after the stove trade. In the first place there are good prospects visiting your store each day. Polite enquiries made by merchants and their clerks will often elicit important information from customers regarding their intention to purchase a stove at an early date, or the intentions of other parties in that direction.

Good Displays Necessary.

There is also the show window at the command of the merchant. The show window is one of the most effective — yet one of the cheapest sales-creators at the service of any merchant.

Do not simply place a stove in the window and expect the public to flock in and make purchases as if you were conducting a bargain sale and selling goods at cost.

The stove display must have some distinctive features which appeal to the

fancy of the passer-by and cause him or her to make enquiries.

Do Not Overcrowd.

Stove displays should not be overcrowded. Use one or two neat show cards with each stove and point out some special features to be found in connection with the stove. Every stove has features which, if pointed out, will prove interesting to intending purchasers. Do not go over the customer's head and deal in technicalities, but point out features in which the house-wife is interested.

Some Novel Devices.

Several novel features have been used by dealers at various times to attract attention to displays.

Some dealers in displaying a range will show the interior of the oven containing pans of bread, cakes, etc.

Heaters are often shown by placing red crepe paper in the spaces used for mica. An incandescent lamp is then placed inside the heater, the effect representing a heater with the fire burning is very effective. Many other little stunts of this kind have been used to attract attention.

Do Not Overlook the Newspaper.

There are also the daily or weekly newspapers. A series of well planned advertisements will help to create sales. The firm which sold the large number of stoves mentioned in the foregoing part of this article have found that newspaper advertising is very effective.

At one time the firm sent out large numbers of circulars, etc., but this plan has been abandoned, and they now spend their allowance for advertising in newspaper space only.

Many instances could be quoted to show where excellent results have been secured from newspaper advertisements, in the preparing of which the advertiser has studied the preparation of copy, and has made his selling talks effective.

It is also important that when prospective customers call at your store they will receive attention from salesmen who are thoroughly posted in stove salesmanship, and can point out all the important features in connection with the line they are trying to sell.

The trade in general has been anxiously awaiting the advent of cool weather. The cool snap has arrived, and no doubt those needing stoves realize their necessity more than ever.

A good stove-selling campaign started at once should move a large number of stoves. The public need the stoves, and dealers can, if they will, show the public that this is the opportune time to purchase.

For the next two weeks the Christmas spirit will prevail, and money will be spent freely. Dealers should lend every effort to push stove sales and sell as many stoves as possible before Christmas.

THE MARKET AS A TRADE BRINGER.

(Continued from page 39.)

dropped out to make room for new enthusiasts.

From that time on, interest in the annual events of the town began to wane. Mismanagement or lack of management resulted in the fall fair being discontinued about three years after the older merchants had withdrawn from taking an active part in such events.

Most of the annual events which in the past had helped to create good-feeling between the farmers and townspeople were dispensed with and gradually the breach widened.

The farmers began to trade in the smaller towns nearer their own homes, and in a few years the weekly market in the large town was only a fragment of what it had been in the early days.

This condition lasted for several years. About a year ago some of the merchants got together and talked over matters.

In discussing matters they brought out the fact, that the town and country were interdependent, and that they were losing a large portion of profitable business.

They realized that they could no longer overlook their dependency on the surrounding farming community, and they immediately took steps to regain some of the lost business.

Their first step was to get together and secure the passing of a by-law authorizing an expenditure, sufficient to erect a market shelter for farmers.

With the completion of the shelter, a big opening day was to be held and special inducements were offered for farmers to be present that day.

As stated before the opening was advertized for miles in all directions. Townspeople were requested to turn out and patronize the local market.

The opening was a grand success. Over 125 vehicles, as stated before, were on the market. Some of the farmers present had to pass through other towns in order to attend the opening.

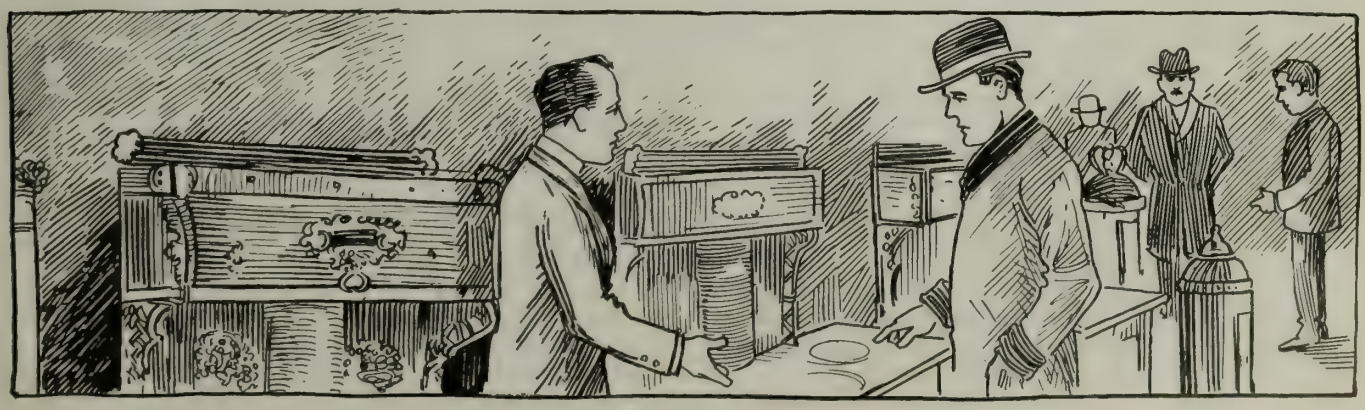
One merchant reported the largest days' business in the history of his firm. Another dealer reported that only on one previous occasion did he have a better day, and that was a day before Christmas.

The farmers were delighted and many of those present met brother-farmers whom they had not seen for several years. In one sense the opening market day might have been compared to an old boys' re-union.

Steps are now being taken to institute other attractions in which the farmer is interested, and the merchants of the town are determined to secure the farmers' trade and hold it.

WINNIPEG CLERKS' ASSOCIATION.

An association has been formed in Winnipeg known as the Clerks', Accountants' and Salesmen's Association. Meetings will be held once a month. R. A. Rigg, secretary of the Trades and Labor Council, is acting as secretary. It is the intention of the association when it becomes sufficiently strong to organize it into sections for the protection and education of its various members.



HARDWARE AND METAL

VOL. XXV. No. 50 Toronto, Canada, December 13, 1913 Two Dollars per Year

TINPLATE IMPORTS.

For some time past the volume of Welsh tinplate imported into Canada has been dwindling, due to American competition. There was a time, in fact, when the Welsh mills supplied a very large share of the tinplate consumed in the United States. This was under the Payne tariff but, with the growth of the industry in the United States, the domestic mills not only gradually reduced foreign opposition to a minimum but set up active opposition in Canada. The latter fact has led to an agitation on several occasions for a preferential arrangement in Canada in favor of the Welsh product.

It now seems possible that the change in the United States tariff will bring the solution. With the lowering of the tariff, the Welsh mills are beginning seemingly to regain lost ground in the United States. A contemporary announces the fact that within a week large orders, amounting to over 10,000 tons booked by the Welsh mills for the United States, while important orders also have been booked in Canada.

A BANKER'S VIEW OF CREDITS.

A writer in a current periodical, on the Judging of Credits, says that statements of assets and liabilities ALONE are not of much value. A man's reputation for promptness is considered above even a favorable balance in the asset column.

"Of all habits," he maintains, "probably the one that makes the best impression on bankers and business men is the habit of promptness—or being businesslike, to use a common expression. If you wish a cash discount do not wait until the tenth day to mail your cheque, but mail it on the ninth day of the month. If you buy goods at thirty days, send your cheque on the twenty-ninth day instead of the thirty-first or thirty-fifth. When you receive a statement from your bank that a note is due, call at once and make arrangements about partial or entire payment of the same; and early on the morning of the day when the note becomes due, call at the bank with the new note, properly made out, and a cheque for partial payment and discount."

The same advice is given in the matter of purchasing goods. A merchant should not wait until his entire stock is exhausted and then send in a rush order. This method of doing business is liable to lose custom and to ruffle one's temper unnecessarily if there is any delay. He should be a little ahead of time with his goods rather than a little late. This applies too in delivering goods. The lack of promptness in delivery has probably caused the loss of more custom than anything else.

There are many bankers who place a great deal more dependence on a man because of promptness than because of an apparently good business. One is known who divides all business men into three classes: (1) Those who attend to their business promptly; (2) Those who are lax in their business methods; (3) Those who are irregular. Men of the first type can always get loans; those of the second never, and those of the third only when money is plentiful.

The retail man could very well, to his own advantage, apply similar principles to his customers. When he sells goods on credit he is actually a banker lending money to his customers and he should use the same foresight in extending credit as the banker.

IRON ORE BOUNTY PROPOSAL.

If the iron ore used in Canada, 93 per cent. of it comes from the United States. This is the figure given by the Port Arthur Board of Trade, who are endeavoring to induce the Dominion Government to give a bounty of fifty cents for every ton of iron ore mined in Northern Ontario. The figure seems rather large in view of the enormous amount that is imported into Nova Scotia from Newfoundland, and the considerable quantity imported from England when the price is low enough, but, whatever the figure, it is an indisputable fact that the amount of ore mined in Canada is almost infinitesimal. In view of the fact that an immense iron deposit has been discovered near New Hazelton, B.C., which an American mining authority says is as rich as anything yet discovered on the coast, the resolution passed by the Port Arthur Board of Trade, a copy of which has been sent to Mr. Borden, is of interest and importance to men in the iron and steel trade.

This resolution states that over 100,000,000 tons of iron ore have been proved to exist in Northern Ontario, and urges parliament to authorize the payment of a bounty of fifty cents per ton mined and smelted in Canada in the next ten years, such bounties in the aggregate not to exceed $1,000,000 in any one year. Then the demand for iron ore in Canada is comparatively small, and the supply from Michigan is too plentiful to tempt American steel concerns to come into Canada for it. The bounty as suggested by the Port Arthur Board of Trade is preferable to a protective duty, because a duty on iron ore coming into Canada would hamper still further the efforts of Canadian iron companies to make pig iron on a paying basis. It is strange that with all this ore lying hidden in Ontario it should be necessary for a Canadian Company to open mines in Venezuela. Such is the case, and the mines are supplying ore to the United States, and, we understand, are paying.

$1,000 FOR BEST PAPER ON ADVERTISING.

Is there a Canadian who can write the most helpful story of an actual campaign on sales or advertising? If he wins in competition with the brightest publicity men of the United States, a prize of $1,000 in cash will await him at the convention of the Associated Ad. Clubs of America, to be held in Toronto, in June, 1914.

This unusual incentive to men who have put through successful campaigns is offered by "Advertising and Selling" Magazine of New York City. The award will be made by the Official Awards Committee of the convention, associated with the Editorial Advisory Board of the magazine, and the paper will be read from the platform of the convention.

It has been felt that much, that most, indeed of the real plans and experiences of advertising men have been limited to the undertaking with which they were associated, so that the outside world profited not a whit. Will this $1,000 prize tempt them to take the time and care to unfold the inner side of their operations? It must be "vital and helpful," says the magazine; something that will be considered of great importance to the future development of sales and advertising. Constructive ideas, experiences and facts are the ideal, and these may take any one of the following shapes:

(1) Significant and suggestive actual experience, methods and analyses of sales or advertising campaigns—it does not matter in what line of legitimate trade, so long as it is significant by analogy to all advertising and sales.

(2) Constructive plan of sales or advertising development worked out with care and detail for some line of business not yet using such methods.

(3) Analysis of some general problem of sales or advertising in its broader bearings.

(4) Research and study of some of the deeper human elements of sales and advertising—tests, investigative comparisons, deductions from actual result tabulations, new psychological material and research, etc.

(5) Logical and forceful outline of personal feeling, experience or opinion on sales.

Such contributions outside the prize winner as are considered suitable will be used in the magazine and paid for at space rates. The competition closes on May 15, 1914. Fuller particulars may be secured by addressing the magazine at 95 Madison Ave., New York.

POINTED EDITORIALS.

Now for the last lap.

• • •

Are you going to enter a Christmas trim in Hardware and Metal's contest?

• • •

A good hardware salesman has a practical knowledge of the goods he sells.

• • •

With the sharp weather of the past week, business has shown signs of "perking up."

• • •

Reports from many centres are to the effect that Christmas business so far has been quite up to the most sanguine expectations.

• • •

Our annual Christmas window contest has already awakened a considerable degree of interest and many have already intimated their intention of entering.

Business Men and Civic Elections

THE average business man is rather inclined to be selfish when it comes to a matter of public service.

He is loth to give any of his time to serving on councils or boards as he feels that he cannot spare it from his business.

This is a selfish attitude to adopt inasmuch as the business man, particularly the retail merchant, is peculiarly well fitted for civic service. The merchants experience in managing his store should fit him eminently well to sit on council or board. A municipality, after all, is just like a big business with problems arising not unlike the problems which the business man faces and decides in his every-day work. Bring to bear on municipal questions the common sense and forethought that he has acquired through the management of his own affairs, the merchant would prove himself a capable administrator in practically every case.

What the average municipality needs more than anything else is a "business administration." Unfortunately the class of men most prone to "offer themselves" is not the most desirable. The chronic busybody is always a candidate, and frequently a successful one. Several men of this species will be found on nearly every civic council, together with a few retired farmers, a representative or two of the working classes, several men representing a certain cause or a specific grievance, and a smattering of capable business men. The latter are nearly always too much in the minority to make the body capable of efficient performance. They cannot carry the dead weight of inexperienced and unfit members.

The result is that the average municipality is indifferently handled. In many cases, the administration is so poor that the interests of the town suffer. Where enterprise is lacking in the board of civic government, it is not to be expected that the town will show much growth. Enterprise will languish, new industries will go elsewhere, business will flow along in a gradually stagnating stream. The interests of the merchants suffer where incapacity holds the reins of civic control.

It follows that the merchant who consults his best interests, future as well as present, must take an active interest in the questions of civic government. He should make the time to serve in an active capacity; for, if he considers the matter in the proper light, he will realize that the time thus spent is spent in his own interests. If he can make his influence felt in the adminstration, it will help the cause of civic growth and ultimately lead to expansion of trade interests.



Going Behind the Totals

A Merchant Must Keep Closely in Touch With the Details of His Business — How to Make Good Use of Inventory.

TOTALS are what a merchant must base his business plans upon; but it is necessary sometimes, and interesting always, to go behind them. The president of a certain large corporation makes it a rule to keep in touch with the results in every department. Before anything is laid before him, it is summarized until it is possible to give it in one figure—the total. Every once in a while, however, he feels he would like to get a little more light than the totals supply and then he goes right down to the bottom of things resurrecting the smallest details. And sometimes, as a result of his investigations, the fur flies.

The taking of an annual inventory supplies the retail merchant with every detail that he could possibly want in connection with his business. It shows him his exact financial position, defines the amount of stock on hand and gives him material for the planning of his sales campaign. If he cares to go behind the totals, he can ascertain if sales in any particular line have been lagging.

In other words, the inventory gives the merchant a complete summary of the strong points and the weaknesses of his business. In addition to showing up weaknesses, it enables him to diagnose the cause and to find the remedy.

It is unfortunately true that a large proportion of retailers who take stock religiously each year fail to get as much practical value out of it as they should. They accept the totals; and do not go behind them. If the business has shown a normal advance and yielded a profit, they are content. They "let well enough alone."

Where a business has shown a normal increase in turnover and has yielded a profit, it is probably reasonable to assume that there is nothing radically wrong with it. It is the blindest of folly nevertheless, to assume that the showing is the best that could have been made. There are undoubtedly many ways in which the turnover in certain lines could have been increased, with a resultant increase in the profits; and behind the inventory totals lies the secret.

Goes Behind the Figures

A hardwareman of high standing has adopted a plan which he believes has been chiefly responsible for the fact that his turnover has been increasing of late years at a rate far above his former normal increase.

He spends the greater part of two weeks, after the inventory has been completed, in studying the figures, comparing them with those of the previous year and sometimes going back even farther than that. A few instances will illustrate how he goes to work.

He finds, let us suppose, that his sales in brass goods, such as jardinieres, gongs and so on, have been a certain figure, which is within a few dollars of the total shown during the year preceding. Going back he finds that the previous year had shown a good increase over the year before that; an increase which had not been maintained since. This is something that requires investigating.

He then looks over his stock of brass goods, talks to the clerks, finds out what customers have said when looking at the line, what reasons there have been when customers left without purchasing, and so on. He looks over the catalogues of brass goods that have come recently to hand. In fact, he goes right down to the bottom of the question of brass retailing as exemplified in his store and he discovers why the increase in turnover has not continued.

Found the Remedy

One year he found that his sales of skates for the months of November and December had been very far from satisfactory. In fact, they showed thirty dollars less than during the November and December of the previous year. There was no excuse for this from the weather standpoint. Both months had been cold, with considerable snow and ice.

He asked the salesman in charge of the sporting goods department if he could account for the loss of trade in skates.

"It's the opposition," complained the latter. "Smith, the repair man, has been pushing the sale of skates hard

Written for Hardware and Metal by Byron J. Morrow.

and this fall a couple of the sboe stores put stocks in. It's hitting us hard."

"But we were in the business first," objected the proprietor. "We should be able to hold our own."

"These other stores have been featuring skates strongly," said the clerk. "We haven't been able to."

"Why not—" the proprietor demanded to know. "Why can they do what we can't? The trouble has been right there. I can see."

He found on investigating that the skates were displayed on the lower shelf of a table near the centre of the store. They were not by any means easily seen. A customer would either have to bend down to inspect the stock or have the salesman bring them out for inspection one pair at a time. They were exposed at all times and had accumulated quite a coating of dust.

He ascertained that they had been shown in the store windows twice and had been mentioned in the advertising once.

"You've been neglecting the skate line," he told the sporting goods man. "If you start to push them hard and feature them as they should be featured, we will soon bring the business back."

And the business came back. All it had needed was a little energetic attention.

Valuable Methods Revealed

On another occasion, his study of the figures of the inventory revealed that, while the turnover in the paint department had been larger all year, the stock then carried was smaller than at the end of the previous year.

"Are you not carrying a dangerously low stock in some lines?" he asked the manager of the paint department. "Although your sales have been larger you carry a smaller stock than last year."

"The difference is easily accounted for," explained the manager, smiling. "A year ago you had stuff on the shelves that was practically unsalable. There it had stayed year after year, swelling the total of stock carried and inflating the value. When new stock came in it was shoved to the front and the old stuff allowed to remain.

"This spring I got a chance to clean up on the old stock. A builder who had a certain amount of rough work to do wanted a close price on paint. I quoted a considerable reduction on the old stock, explaining the facts to him fairly and refusing to guarantee the paint. He decided to take a chance and bought practically all the old paint we had. The transaction was referred to you at the time, I believe."

"Well," continued the manager of the department, "with the stock thus cleaned up, I decided to keep it clean. When new supplies came in, they were put at the back of the shelves and not sold until the older paint had been cleared out. In this way, everything was disposed of before it had a chance to depreciate. Our stock to-day is worth 100 cents on the dollar. There isn't a can in stock but what could be sold out at the full selling price."

With the knowledge of what the paint man had done in keeping his stock clean, the proprietor visited a number of other departments and found that the old system still obtained there. Salesmen were not following out the idea of selling the older stock first, with the result that odds and ends were accumulating. The volume of partly unsalable stock thus carried was getting larger each year.

A trifle disquieted by the result of his close examination of the stock in these departments, he got out the stock-taking records and, by tracing back through several years, found that a discrepancy hod been growing each year between the actual value of the stock and the value fixed by the inventory. The latter valuation he had previously accepted as quite reliable. Old stock was listed at the cost price, when in reality it would perhaps bring only 50 per cent. of what had been paid for it. As the face value of this old stock grew less each year and the volume grew larger, the inventory was becoming more misleading.

The proprietor reached the conclusion that he was about two thousand dollars poorer than he had reckoned himself.

And from that day out a new slogan was instituted: Keep the stock clean. The man in charge of each department was expected to keep his stock cleaned up. New goods, except in certain lines, were not to be offered for sale until the older stock had been sold.



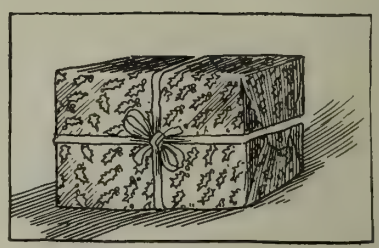


What Other Hardwaremen Do

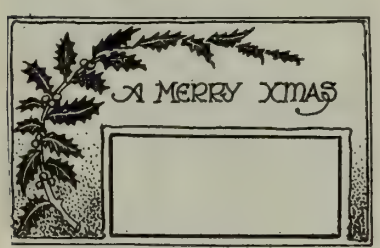
Give Goods Christmas Appearance

An Ontario hardware merchant thought that some of the goods he had for sale as Christmas gifts would sell better if they had a more Christmas-like appearance. One of the lines for instance was electric irons. The irons were were done up in plain cardboard boxes. The dealer thought he could greatly improve the appearance of the packages and he purchased at small cost a couple of rolls of crepe paper with holly decoration. This paper is made up for use during the Christmas season and is inexpensive. He also secured a roll of narrow red ribbon. There was a wonderful difference in the appearance of the packages when wrapped up in the crepe paper and neatly tied with the ribbon. The clerks also have a good talking point to work on when they are trying to sell irons.

Other lines such as roller skates, ice skates and other package goods were also wrapped in the holly-decorated crepe paper. The packages are displayed in various parts of the store and give the store and goods a decidedly Christmas-like appearance.



Crepe paper used to make packages of Christmas goods attractive.



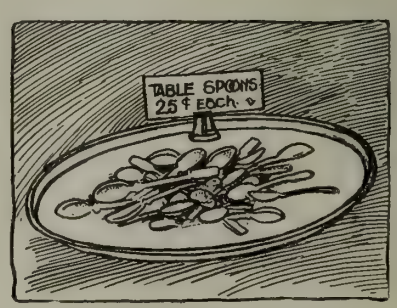
Christmas cards used as price tickets by a Hamilton firm.

Christmas Price Tickets

In the hardware department of the Stanley Mills Co., Hamilton, Ont., a large range of goods suitable for Christmas gifts is shown. Each case or article is priced in plain figures and for this purpose small Christmas cards are used. These cards, which measure about 1½ x 3 inches, can be purchased in almost any stationery store and present a very attractive appearance. Each card bears the inscription "A Merry Christmas" or "Christmas Greetings," and in addition a wreath of holly is shown. The blank space on the cards generally used for individuals names is used to mark the prices of the goods on sale. The neat appearance of the cards adds greatly to the value of the display as well as giving customers information regarding the prices of the goods shown. The cards may be purchased at small cost in packages containing about one or two dozen.

Selling Table Spoons

How often do you sell a full dozen of table spoons? I venture to say, "Not very often." The majority of customers purchase from two to six table spoons at one time. In a large number of retail stores the prices are always quoted per dozen, for instance, $6.00 per dozen. In the department stores the prices are generally quoted each, for instance, 50 cents each. You also find in the department stores that they often display table spoons on trays, each tray is furnished with a price card quoting the price per spoon. One Ontario hardware dealer followed out the plan used by the department stores, and he found that table spoons could be sold more easily if the each price was quoted, instead of the dozen price. He also tried out the plan of displaying the spoons on trays, and found that they sold readily. It is strange, but the price $6.00 per dozen sounds high to some people, whereas if the same rate is quoted by saying 50 cents each, the price does not sound nearly as high. Some customers become startled at big figures, and where goods such as table spoons are being sold, it is often a good plan to quote prices for single articles rather than quote dozen prices.



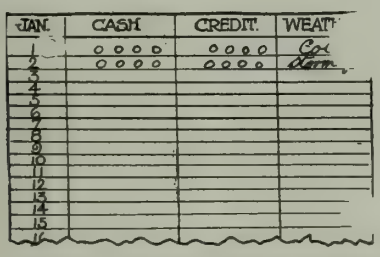
How an Ontario hardwareman succeeded in creating a large demand for table spoons.

Partly Painted Plow

In an endeavor to create sales of vehicle and farm implement paint during the winter months a hardware dealer secured from an implement dealer an old plow which had been exposed to the elements for a number of years and was in a dilapidated condition. All traces of paint had entirely disappeared, and the plow was in such a condition that it looked as if any attempt made to give it a presentable appearance would prove to be a hopeless task. The dealer proceeded to paint one-half of the plow, using vermilion implement paint; two coats gave a fine, glossy finish and there was a marked contrast between the appearance of the painted and the unpainted sections. The plow was then placed on exhibition in the store and almost without exception every farmer entering the store passed some remark or asked for information regarding the paint used on the plow. The result was that in a short period of time, the dealer sold more than double the amount of implement paint he had sold during the previous season.



Partly painted plow creates sales of implement paint.



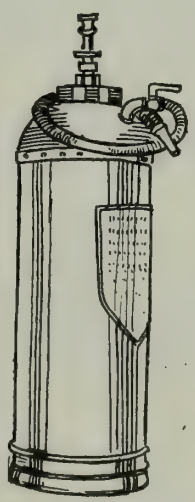
Record of sales and weather found useful by Hamilton hardware manager.

Keeps a Weather Record

Last week a representative of Hardware and Metal called on Tom Flitcroft, manager of the hardware department of the Stanley Mills Co., Hamilton, Ont. In discussing business and weather conditions Mr. Flitcroft made a comparison regarding the weather of last week and the weather conditions existing during the corresponding period of last year. When asked how he remembered weather conditions that far back, Mr. Flitcroft replied that he always kept a record and he produced a book in which he had a complete record of sales and weather conditions for every business day during the past five or six years. The pages were ruled similar to the one here illustrated. Space was reserved at the bottom for adding total sales. It is only a few minutes work each day to enter up a record of the business transacted and also the condition of the weather. The book becomes a useful reference for making future comparisons.

Fire Extinguisher Checks Fire

That an ounce of fire prevention is worth many pounds of water pressure has been exemplified on two occasions in the James Walker & Sons hardware store, Yonge St., Toronto. The firm have a couple of hand fire extinguishers on each floor and on two occasions the extinguishers have been used successfully in quenching incipient fires. Visits from the fire fiend are generally sudden and unexpected. That fires can often be checked if appliances are close at hand has been proven by the experience of the Walker firm.



Extinguishers have proven their effectiveness in a Toronto Store

Christmas Goods in Attractive Packages

White crepe paper stamped with holly decorations may be purchased at reasonable cost in almost any stationery store. The Mills Hardware Co., of Hamilton have used paper of this description to good advantage in giving some of their goods a Christmas-like appearance. One line for instance is the electric iron. These come in plain cardboard boxes. The plain boxes when displayed along with irons did not have a very attractive appearance. This objection was overcome by wrapping the boxes in the crepe paper and tieing them with narrow ribbon. The packages presented a very neat appearance and when offered as goods suitable for Christmas gifts their appearance was quite appropriate. Other lines, such as roller skates, etc., were wrapped in a similar manner.



Method of Fire Protection in London Hardware Fire

Fire Bucket Tanks Used

Fire bucket tanks are used in the Purdom Hardware Co. store, London, Ont. The tanks have a capacity of 20 gallons and contain 6 pails. The pails are self-filling and six pails of water can be lifted from each tank in rapid succession. Two fires have been checked by the use of this preventive measure. The tanks take up very little room and as they present a good appearance they can be placed in any part of the store.

Fire-fighting appliances if kept close at hand can often be used successfully in quenching incipient fires. Too much care cannot be taken to prevent fires in hardware stores. Fire is always disastrous to a business entailing loss of business, loss of customers and very often financial loss. All fires are the same size at the start. The cost of tanks similar to the one illustrated is very reasonable.



The following items were taken from the issue of Hardware and Metal of December 9, 1893:

"J. T. Conklin, traveller for Sanderson Pearcy & Co., has been in Amsterdam, N.Y., visiting the scenes of his boyhood and attending the wedding of his niece. He is now in the North with friends on a shooting expedition.

Editor's Note.—J. T. Conklin is still on the travelling staff of Sanderson, Pearcy & Co., covering the same ground, Western Ontario. He has seen many changes during the past twenty years. Despite the fact that Mr. Conklin has been a member of the travelling fraternity for many years we have information to the effect that he is still young and as far as getting business is concerned he is "bigger and better" than ever.

* * *

"I think that last Friday and Saturday were the busiest days that we have had for some time," said F. Moses, Yonge St., Toronto, when interviewed by a representative of Hardware. "We have sold a large number of stoves since the cold weather set in but the demand is beginning to slacken."

Editor's Note.—The business conducted by Mr. Moses was discontinued some years ago. His death took place last September. There are three sons of the late Mr. Moses in the hardware business in Toronto at the present time, Frank H. Moses, 352 Broadview Ave.; W. J. Moses, Yonge St. North; A. A. Moses, 492 Yonge St.

* * *

"A small fire in the plant of the McClary Mfg. Co., London, gave the fire brigade a run Saturday evening.

Editor's Note.—The McClary Manufacturing Co. have enlarged their plant many times since the above fire took place. They also have branch houses throughout Canada.

* * *

"J. O. Cadman, of Portage La Prairie, Man., has one of the handsomest hardware stores in the province. It is 36x80 feet, two storeys high with basement. The architect and builder was J. H. Cadman, Winnipeg, a brother of J.O.

Editor's Note.—The J. O. Cadman hardware business is still in Portage La Prairie and like the West, has grown considerably during the past twenty years.

Christmas Window Contest

THE ANNUAL Christmas window contest of Hardware and Metal has become one of the best known fixtures in the trade. Each year the interest becomes greater and the quality and number of windows entered increase. Last year's contest was one of exceptional interest and a large number of splendid windows were placed in competition. One of the judges—a window trimmer in a large departmental store—said: "I certainly had no idea that hardwaremen dressed their windows on such a superlative scale."

This year's contest will be conducted on similar lines. As usual, two contests will be held; one for stores in places of 5,000 population and upward and the other for stores in places under 5,000. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

PLACES UNDER 5,000.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction in Hardware and Metal, but who are not awarded prizes, will be given the sum of $1.50. This will cover the cost of photographing the window and will thus secure those who enter against loss whether they are successful in winning a prize or not.

PRIZE FOR ESSAY.

In addition a prize of $5.00 will be awarded to the window trimmer who sends in the best article on his methods of handling his work; viz., how he plans his displays, how he arranges his work, how he traces his results, etc.

The judges will be three well-known retailers in different parts of the country. Judging will be done on the following basis: Selling power, 60 per cent.; attractiveness, 30 per cent.; description of methods of construction, 10 per cent.

The contest will close on Saturday, December 27. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Ave., Toronto," and marked "For Christmas Window Contest."

ARE YOU GOING TO ENTER?

Impressions from Counterfeit Places and Things

¶ In our great cities—and in smaller towns as well—we find a form of sickly anti-naturalism which seems to overtake at least 80% of the race, and which is manifested everywhere in arrested development. While arrested development is most conspicuous in the country and in small country towns—the glamor of life—the artificial side—is pursued in greater degree in larger towns and cities, because of the conditions which make this glamor and artificiality possible.

¶ After we permit ourselves to drift into an unhealthy physical and mental state, we find that it is easier to follow the sickly imitations and follies of life, than it is to adhere to the higher laws and principles that govern our nobler instincts. The physical and mental change which makes this attitude possible is similar in every sense to the organic change that takes place after the formation of a drug habit. It requires, perhaps, a period of two years to trade our healthy instincts for the deadly drug of pretense and glamor—for the poison of the superficial and artificial.

¶ In cheap theatres, cafes and dance halls our natural appreciation of the beautiful is appeased by gaudy colors and tawdry decorations, and these sickly imitations are accepted for the reality which they imitate. The Path of Folly which leaves its trail of dried and faded cheeks, blurred and milky eyes, coarse and guttural speech, leads from us in all directions toward these gilded and painted nothings. We are quickly impressed by the surface of things—by the effete, and unless we are alert and active, our healthy instincts become diseased and die one by one. It is then that we become the charred stump of the magnificent tree that we might have been.

¶ The reason that any perverted desire, that any injurious or pernicious habit continues at all is that perverted desires are founded upon a natural instinct, which instinct is a natural desire for recreation and change. Every man, woman and child possesses a natural desire for recreation, for change of environment, for new surroundings, and this natural desire in the majority of people is satisfied with the bizarre, the gaudy and the gilded.

¶ Many of us live out our entire existence without ever having seen anything but the alleys and ashcans of life, without ever travelling high enough to discover the relationship between ourselves and nature. Most of us never explore the sky and clouds at day-time—never look up to enjoy the stars at night; yet there is at Sea of Beauty that bathes the entire universe, and which is always there for all of us to set sail upon as we will. But we are too busy chanting and singing and rehearsing the little insignificant things of our everyday life.

¶ Once we forget the out-of-doors, once we forget the value of fresh air, once we fail to remember the utility of exercise, we are on the down grade. Our perspective of life and of people is becoming narrow and one-sided, and we are degenerating just as surely as the healthy, natural dance of the mountaineer of the time of Robin Hood has degenerated into the stupid dance of our modern ball-rooms and cafes—where the air and the atmosphere are pervaded with cigarette smoke and the fumes of stupid drinks and poorly prepared food.

¶ Unless each day we possess a desire to ascend to heights to which we have not climbed, and descend to depths of understanding which we have not yet explored, we cease to grow, and finish the Race of Life with our mentality developed just a little more than that of the child, yet stripped of the child's activity, interest and imagination.

Efficiency

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The Evolution of Paint Window Trims

A Great Improvement Has Been Shown of Recent Years — Splendid Results Follow Window Publicity—Two Particularly Fine Specimens of Paint Trims Described.

WITH the introduction of more advanced methods has come a marked improvement in the retail sale of paint.

Perhaps no department has advanced more in the estimate of the hardwareman. There was a time when the average merchant handled paint on pretty much the same scale as he did benzine and petroleum. It was a staple line to be produced when asked for. That there was a fixed demand for paint, which would be felt anyway, and which probably could not be increased no matter what steps might be taken, was the view pretty generally accepted. Accordingly the paint was stored in the most convenient place possible, which generally happened to be the very rear of the store, or perhaps even in the cellar. As for putting paints into the store window—well, the idea must have seemed a trifle ridiculous.

All this is changed now, however. The retail attitude toward paint has undergone a most striking change of front in regard to paint. It is now rightly considered that paint is a line that requires featuring and aggressive handling. Experience has shown that in no line does business respond more readily to active exploitation. Demand, instead of being fixed, is of a decidedly elastic nature. It stretches and contracts according to the force that the dealer puts into his campaign.

Therefore, paint has come into its own. In practically all modern stores it occupies a prominent position. Large stocks are carried and attractively displayed. Color boards, cards, booklets are used to attract attention. Paint is advertised strongly; and lastly, it is given representation in the store windows with increasing regularity.

It is now recognized that paint lends itself most readily to display work. Paint displays rank among the most attractive that are found in hardware stores.

The window trimmer in a large hardware store states that he has made almost a hobby of paint displays. "It's only recently," he said "that I have done anything with paint at all. Now I see that I was neglecting a splendid line. Some of my best windows have been of paint."

"The nature of the stock is such," he continued, "that you can work up original formations every time. It is not necessary to ever repeat an idea. You can find a fresh one every time. And then the manufacturers are particularly liberal in supplying you with lithographs and forms of one kind or another. These help out the display man a lot. I put in paint trims just as often as the manager will let me."

The standard to which paint display has been raised is demonstrated by the two examples presented. Both are particularly fine windows. The windows of the Bond Hardware Co. are particularly large, and the display man has, therefore, an unusually good opportunity to arrange elaborate and striking displays. The trim shown is neatly and effectively arranged, a large stock being shown without overcrowding. Particularly good use has been made of color cards and manufacturers' literature.

Assurance is received that this display proved a big sales getter, and Hardware and Metal is convinced that it would undoubtedly create a most direct stimulus to the paint business.

That of the Mills Hardware Co. is a smaller trim, and, therefore, a more compact one. It has, however, an equal degree of merit, being arranged with a fine perception of proportions and balance. A feature that is commendable is the use of sample boards to form a background. Strips were arranged to hold the sample boards, and in this way a most attractive background was evolved.

DEATH OF VICTOR LEMIEUX.

Quebec, Que.—While waiting for his change from an account which he had just paid in the Librairie de Clerge on Buade St. on Tuesday, December 9, Victor Lemieux, who conducts a hardware business on St. Peter St., suddenly fell to the floor unconscious. Before the arrival of a doctor who had been hastily summoned, Mr. Lemieux was dead.

The deceased's son, Adolphe Lemieux, had walked up-town with his father and had left him at the door of the store, saying that he would wait for him while he went in to pay his bill. On going in to see what was keeping his father so long he was informed that his father was dead.

The deceased had been ailing for some time and had been subject to heart trouble for some years.

WINNERS IN CONTEST.

The Martin Senour Company announce the winners in their recent contest as follows:

"Window Display" Contest — 1st prize, $10, Chas. Byford, The Bond Hardware Co., Ltd., Guelph, Ont.; 2nd prize, $5, Lew C. Price, of the Sumner Co., Moncton, N.B.; 3rd prize, $2, Harold W. Parr, of the Fawcett Hardware, Ltd., Saskatoon, Sask.; 4th prize, $2, La Cie Julien-Lambert, Montreal, Que.; 5th prize, $2, the Whitten Co., Bracebridge, Ont.; 6th prize, $2, David E. Barclay, of Hugh Fraser & Son, Winchester, Ont.; 7th prize, $2, Jos. Julien, Pont Rouge, Que. Special mention is given to the contributions of Eric Graham, Parkhill, Ont., and E. A. Fissette, Cayuga, Ont.

"Country Fair" Contest—1st prize, $10, R. B. Johnston, of Johnston & Warren, Barrie, Ont.

"Sales Talk" Contest—1st prize, $10, Cecil R. J. Saunders, Prospect, Ont.; 2nd prize, $5, "The Modest Paintman" of the Parkdale Furnace and Hardware Co., Toronto; 3rd prize, $2, Jas. Leightzer, Moncton, N.B.; 4th prize, $2, John L. Brown, of Brown Brothers, Arkona, Ont.; 5th prize, $2, Geo. S. Wry, Sackville, N.B.; 6th prize, $2, Harold W. Parr, of the Fawcett Hardware, Ltd., Saskatoon, Sask.; 7th prize, $2, Arthur O. Simoneau, Sherbrooke, Que.

Honorable mention is given to the following:—David E. Barclay, Winchester, Ont.; J. W. Charbonneau, Montreal; E. A. Whitten, Bracebridge, Ont.; H. E. Pitts, Cornwall, Ont.; Michaud & Fils, St. Flavie Station, Que.; R. J. Davis, Springhill, N.S.; Miss Edna B. Bailey, Wyoming, Ont.; John Saunders, Prospect, Ont.; Thos. Kalls, St. Catharines, Ont.; S. Chiffefield, Hubbard, Sask.; Louis Pare, Deschambault, Que.; Jas. Hazen, Port Rowan, Ont.; J. H. Prefontaine, Kingsey Falls, Que.; H. A. Bowerman, Bloomfield, Ont.; Warren R. Grosskurth, Laurel, Ont.; P. Stanley Hotton, Grand Greve, Gaspe, Que.; W. J. Latimer, Orland, Ont.; Hormidas Caron, St. George East, Beauce, Que.; John Mayne, Avondale Station, Picton Co., N.S.; Pat. Kennedy, Harbor Main, Nfld.

There were a large number of entries, most of them of a very high order, and the Martin Senour Company express themselves as very gratified by the great amount of interest shown by the trade in their first competition of this nature.

Problems in Sheet Metal Work

Editor, Hardware and Metal:—Kindly inform me through the columns of your paper how to draw patterns for a three and four-piece elbow.

"Subscriber," Hamilton ,Ont.

For the benefit of "Subscriber" and other readers interested in problems for the sheet metal worker we are supplying the information requested above along with patterns for four sizes of elbows, viz., 2, 3, 4 and 5 inches.

We will develop the pattern for a two-piece elbow, as shown in problem 1, plate 11.

We will say the elbow is for a 3-inch pipe. The size of pipe, however, makes no difference, as the principles involved are the same, whatever size is being developed, either round or elliptical.

Draw a circle 3 in. diameter. This represents the plan. See Fig. 1. Above the plan, and in line with it draw the elevation, Fig. 2, which is really an outline drawing of the two-piece or mitre elbow, showing how it is constructed. It also shows that it is a 90 degree two-piece elbow.

The spaces A B and D E must be the same width as the diameter of the circle, viz., 3 inches.

Draw the line F C, which is the mitre line or joint, off to one side, and in line with A B draw a line H H, which represents the stretch-out line.

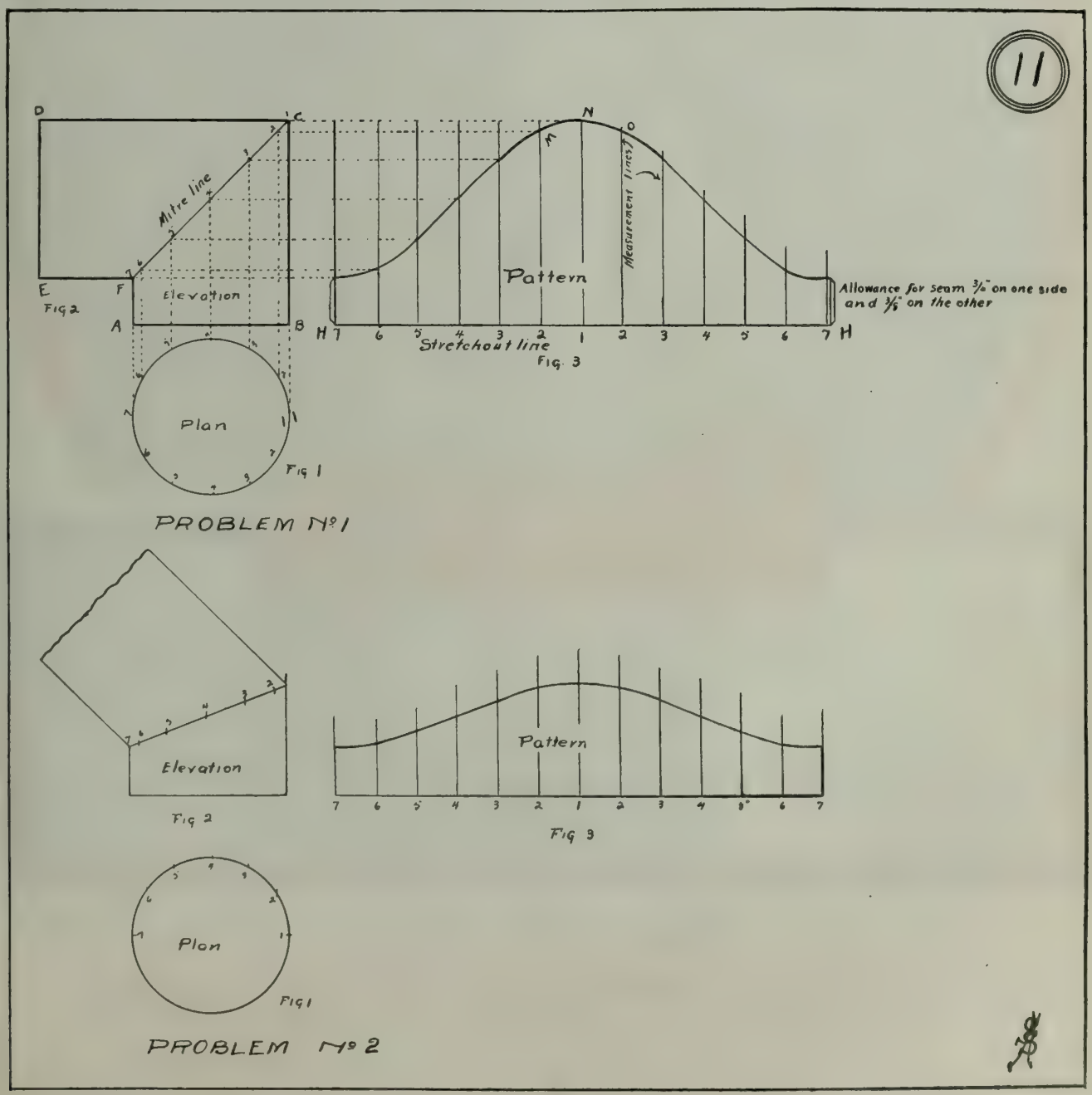
Now with the dividers step off one-half of the plan, Fig. 1, into numbers of equal spaces (in this case 6) and number each point 1, 2, 3, 4, etc., as shown.

It is only necessary to space off one-half of the circle, as both sides of the elbow mitre are the same.

Now transfer the spaces on the plan to the stretch-out line, H H. Transfer twice the number of spaces stepped off, or complete girth of the circle, and number these spaces same as on the plan.

Start with No. 1 in the centre and number each way. Draw the usual

(Continued on page 52.)



We Sell One Live Dealer in Each Locality

Kyanize

KY-AN-IZE



Kyanize your home

There is a Kyanize Finish for Every Purpose Around the House

OUR 1914 ADVERTISING WILL MAKE A DEMAND IN YOUR TOWN

If there is no Kyanize Agent in your town it will pay you to write us for particulars of our Exclusive Agency Plan before you buy for spring.

BOSTON VARNISH CO., EVERETT STATION BOSTON, MASS.

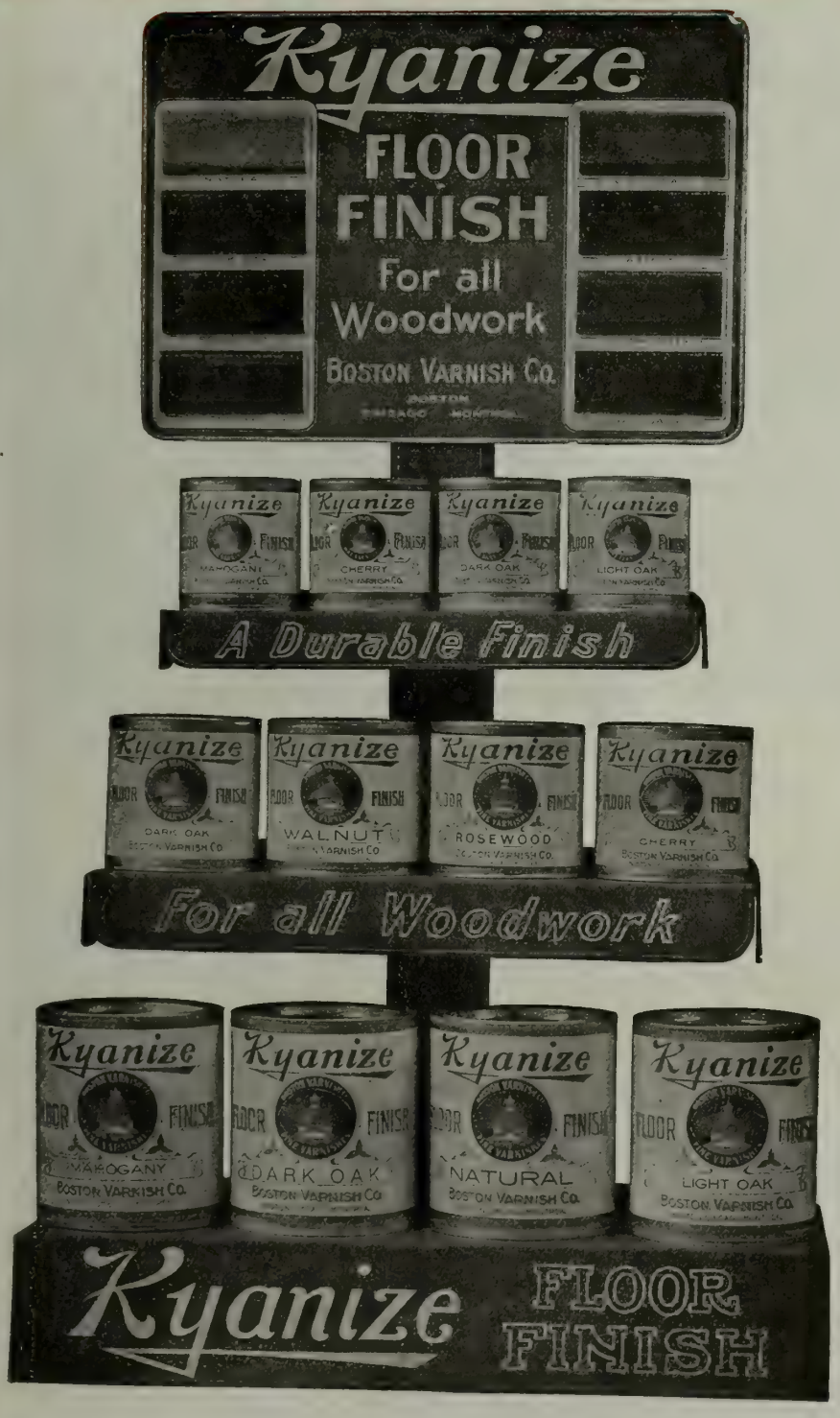
Distributors for Western Canada

The J. H. ASHDOWN HARDWARE CO., Limited

Saskatoon WINNIPEG Calgary

Every Can of Kyanize You Sell Makes A Friend of the Customer You Sell it to

KY-AN-IZE



This handsome Steel Cabinet with full assortment of advertising matter free to every agent

Kyanize is without doubt the toughest and most durable Varnish made.

You can recommend it to your best friends and you can make friends of your customers by selling them Kyanize.

Our 1914 advertising campaign includes the Leading National Magazines, the Large City Dailies, Handsome Lantern Slides, Attractive Store Advertising, interesting Window Displays, convincing Newspaper Electros, and our Direct-by-Mail Kyanize Plan.

Write for full particulars before you buy for Spring.

Boston Varnish Company

Everett Station, BOSTON

Distributors for Western Canada

The J. H. ASHDOWN HARDWARE CO., Limited

CALGARY WINNIPEG SASKATOON

measurement line through each number.

Now return to Fig. 1, draw a dotted line from 7 on the plan to F on the elevation, or else place the T square parallel to the line B C, and carry each point on the plan to the mitre line, F C.

Then place the T square parallel to D C, and carry these points out to the corresponding measurement lines and make a mark through each. A line traced through these points gives the desired pattern.

Problem Two.

Draw a square mitre for a 2 in. and 4 in. pipe. Problem 2 is another two-piece mitre, the only difference being that the elbow is at an angle of 45 degrees, instead of being at right angles. It will be noticed here that we do not draw the dotted lines from one point to another. We merely place the side of the T square against the number, and make a small stroke through the point we wish to cut, thereby saving time and making the work simpler.

Draw two patterns for elbows of different angles.

Let us now take problem 3, plate 12. This is a 3-piece elbow.

First draw the plan, Fig. 1; then the elevation, Fig. 2. The pattern for the parts A and B are developed the same as explained in problem 1 and 2. So they need no further explanation.

What we want to know now is how to develop the pattern for the gore piece B.

Having drawn the plan and elevation, divide the plan into equal number of spaces and number each.

Carry lines to the mitre line B C and mitre line A D by drawing lines parallel to D C. Now draw the stretch-out line N M at right angles to the line D C .

Transfer the spaces from the plan to this line. Number same and draw the usual measurement lines.

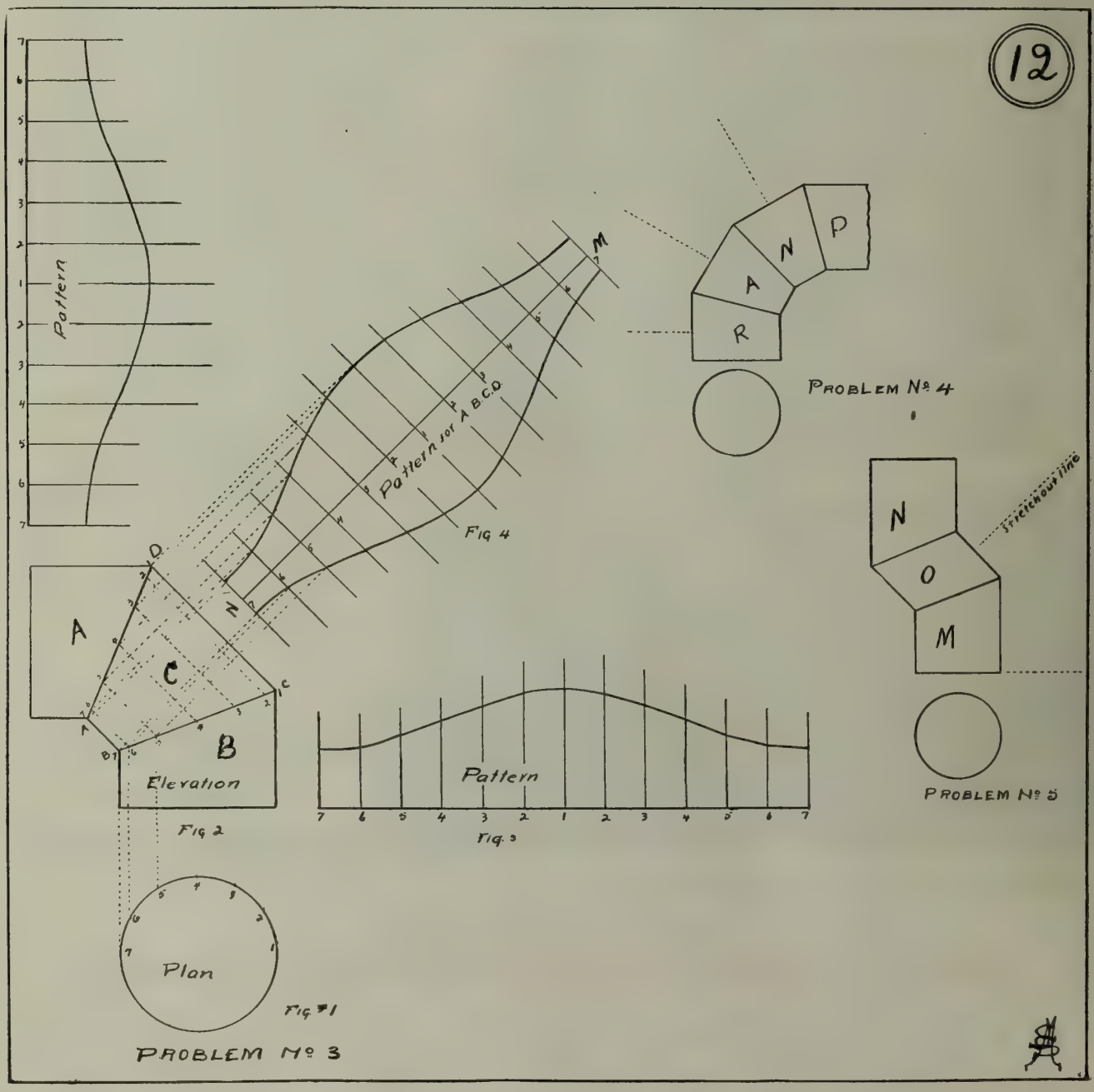
Now place the T square or side of the triangle against the Tsquare so that its edge will run parallel to the line N M, and carry each one of the points from the mitre lines A D and B C out to the measurement lines having the corresponding number. A line traced through these points gives the desired pattern.

Draw a pattern for a three-piece elbow 4 inches in diameter.

Problem 4 shows a four-piece elbow. The end pieces R and D are developed the same as explained for problems 1 and 2.

The gore pieces A and N, as explained for problem 3, draw a four-piece elbow for a 3-inch pipe.

A very easy way to make an offset is to leave the seams of A and N., viz., the centre joint very loose, and by twisting these almost any desired offset can be got. When the desired offset has been fitted, mark the position and pene down so as to make it tight in the right direction.



Two Splendid Paint Trims



Paint trim in the Mills Hardware Co. store, Hamilton, Ont.—An exceptionally well arranged display. Note use of sample boards in background.



Awarded first prize in the contest conducted by the Martin-Senour Co. Arranged by Chas. H. Byford, with the Bond Hardware Co., Guelph.

Advertising During Last Stages of Season

How Results Can Best Be Obtained During the Last Two Weeks of the Christmas Shopping Period—Plan Followed by an Aggressive Hardwareman—The Effective Ad. is One That is Different from Others in the Same Paper.

THERE is still a little over a week until Christmas—a week which promises to be full of activity for the retail merchant.

It will be a busy time also with the average person. A large share of the shopping will still be left, and it will have to be gone about in a hurry.

The advertising man, therefore, is confronted with a problem of not a little gravity. He must appeal to a thoroughly interested but intensely busy public. He must face the keenest of opposition, for the newspapers will carry an unusually large volume of advertising from now until Christmas.

What can he do to insure his message "getting home" to the people he desires to reach.

The advertising manager of one of the largest retail hardware stores in Canada, recently explained to Hardware and Metal the steps that he took last year to accomplish this.

"I recognized that people would be too busy to read ads very carefully," he said, "although I knew that, as their interest was high, they would look to the newspaper for suggestions. It appealed to me that if I could make my advertising different from anything else appearing in the paper, I would be sure of attracting the attention of every person who took the paper up. My ad. would stand out from the other advertising sufficiently to catch their eye.

"Accordingly I looked over the advertisements which had been appearing for some weeks back. I studied every detail. Finally I evolved a style which was different in every respect from any ad. which had up to this time appeared. I was not content with a partially distinctive style; it had to be absolutely different in every detail—heading, border, type, arrangement of matter and panels, etc.

"I ran a step heading in Caslon old style type. Luckily I had previously secured a Christmas border which in itself lent a distinctive air to the ad. All type throughout was of a uniform quality and the headings were in Caslon. I used hair-line panels instead of the regular heavy border lines affected by all other advertisers. The arrangement of the matter was a decidedly new one—for this locality, at least.

"The copy I turned out was different but it was not freaky in any sense of the word. It was not necessary to resort to unusual arrangements and eccentric schemes to make my advertising different. I had a new style; that was all. It stood out from everything else in the paper.

"And it certainly brought the results. I believe that every man, woman and child with any money to expend on Christmas presents read my advertisements during the last week of the shopping season."

Making Copy Different.

The plan followed in this instance undoubtedly is one that would succeed in every case.

The advertiser has this advantage during the last stages of the shopping season. He is appealing to a public that is interested to the highest degree. People want suggestions. If the advertising man can get his suggestions to them, they will be the best possible prospects. The trouble consists in the fact that countless other advertising men are trying to din their suggestions into the public at the same time; and the public has not the time to listen to them all.

The receiver of a wireless telegraphy apparatus is attuned to record sound waves of only a certain length. The air might be full of messages of all kinds, but the only message received would be that which was sent out right. It is the same with advertising. The shopper sees advertisements everywhere but the only ones which interest him are those which are designed just right to appeal to him.

The Elements of Appeal.

Many things go to constitute an "appeal." As outlined, it must be distinctive in some unmistakable way. This will attract the attention of the reader. It then becomes necessary to hold the attention and arouse a real interest.

To do this, an advertisement must contain sufficient information, attractively and forcefully set forth. It must be suggestive and instructive. The average person will skim an advertisement for suggestions, for ideas to assist in making selections. Therefore, give a wide selection and tell something of each article, particularly the price.

The quoting of prices is particularly necessary at this late stage. It is too late for the shopper to do things in a leisurely way. He knows what gifts he still has to secure, how much he has already spent and how much he can still afford to spend. The time for quick decisions has arrived.

Therefore, quote prices by all means. Tell the reader all that can be told about the article. It is no time for concealment. If the price is right, there can be no danger in publishing it.

Talk Up Service.

A good plan is to advertise the store service. People expect to find conditions more or less congested during the last week before Christmas. They know from experience that stores will be jammed, that long waits will be necessary, that delays will ensue in delivery. They accept this condition as an annoying but inevitable feature of Chrsti mas shopping.

The store which offers improved service will be sure to strike a sympathetic chord. By offering in his advertisement to deliver all goods promptly and attending to his excellent facilities for prompt service in the store, the merchant will find that he has appealed to the shopper in the most effective way. Of course, it is not advisable unless the facilities of the store are such that good service can safely be offered.

To make good service possible is the one big problem that faces the merchant during the last week of Christmas shopping.

Two Suggestions.

Two suggestions are offered on the opposite page. One is for the last week of the Christmas shopping season. It gives an introductory talk on service and follows with brief descriptions of some of the lines offered for sale. Prices are quoted throughout.

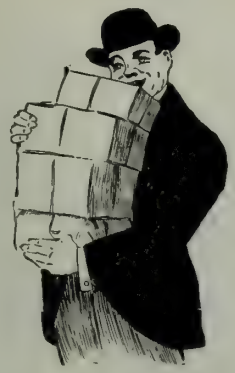
The second suggestion is for a stove advertisement, one that would be particularly timely now that the cold weather has at last arrived.



PARCELS POST DELAYED.

Ottawa, Dec. 5.—The parcel post system will not be inaugurated on January 1 next, as was tentatively announced some time ago. There will be a further delay of at least two months, owing principally to the difficulty of reaching an agreement between the Postoffice Department and the railway companies in regard to the increased remuneration to be paid the latter. Negotiations are now in progress, but no agreement is yet in sight. Meanwhile the Department is going ahead completing plans for the working of the system. It is now hoped to have the system inaugurated by the end of February.

A Message to Last Minute Shoppers



Only a few days are now left for finishing up your Christmas shopping. Save time by shopping where the least time will be required. We are offering a wide range of articles suitable for all purposes and persons. The values we offer are fair. Our facilities for service are unexcelled. Prompt attention will be given to all who call on us.

We have made special arrangements for delivering parcels and can guarantee to make deliveries without any delay. For the benefit of those who do not desire to take their purchases home until the last day, we have made arrangements to store goods until desired. We will hold parcels until the afternoon of the last day and will get them to your homes in time for the dressing of the tree.

Here is List for Your Inspection

Our Toy Department

We still have a good selection of toys left. This year we specialized on toys of substantial order, which would stand usage and not break the first day. The volume of our sales to date shows that the public prefer toys of this nature. We expect to clear out all our stock by Christmas Eve, and so would advise an immediate inspection.

Some extra good values:—

Trains with engine, tender and two coaches, all metal $1.25

Metal banks, all shapes and sizes ..... 5c to 40c

Engines that wind up and run on circular tracks, set of tracks included in purchase price 75c

Noah's Arks, 14 inches long, containing 24 animals.....65c

Pen Knives

A special assortment of knives of all descriptions is being offered this week. We have them of all sizes and prices ranging from 15 cents up.

A line of special pearl-handled pen knives, each knife in a neat box with holly decorations are being offered at 40 cents apiece.

One of these boxes would make an attractive gift.

Carving Sets

We are offering a limited number of carving sets, with large bone handles and steel blades, each set in a Christmas box at a reduced price $2.25

Our stock of carvers includes every variety and every price from the lowest to the highest.

A Pair of Skates

At last winter weather has arrived and skating time is here. No present will suit a healthy boy or girl better than a pair of brand new, shinny skates. We have them in every size. A shipment of new stock has just arrived. Look them over at once.

A boy with skates but no hockey stick is lost. We have a line of sticks of particular strength, guaranteed to stand a long siege of "shinny." They can be obtained in all sizes from 15 cents to 75 cents.

Make the lad's equipment complete by buying him a pair of shin-pads and a puck. Our sporting goods department offers a large selection.

Goal nets, gloves, breast protectors; everything that is needed for winter sports.

Spoons in Boxes

We are offering half-dozen sets of spoons, triple-plated and fully guaranteed, done up in neat boxes, at a price set especially for the Christmas trade $1.10

Very Attractive Meat Forks

Delicately chased handle $1.25

If you are thinking of purchasing a cabinet of silver, consult your own interests by looking over our stock first. We can guarantee the wearing power of our goods and in point of artistic worth, they are par excellence. Our values are right.

Description of Lines Here

The City Hardware Company

Phone 126 — 85 Main Street



You Can't Afford To Delay Longer

At last the cold weather has arrived and you can't delay buying that heater any longer. Don't think because you have managed to get along so far that you can go through the winter without a new stove. Your old heater will use more coal and give less comfort. The purchase price will soon be saved in doctor's bills and in fuel consumption. Come in and see us without delay.

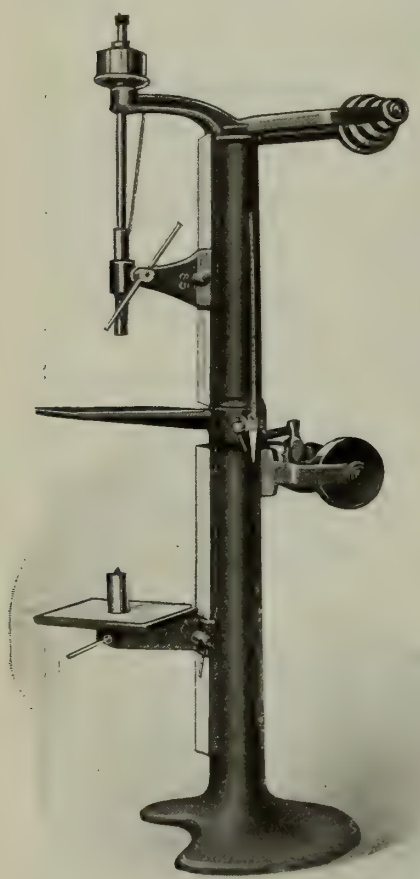
Robinson & Co.

Phone 250 - - Established 1882

New Goods Offered Canadian Hardwaremen

SENSITIVE COLUMN DRILLS.

The data and illustration refer to the Sensitive Column Drills built by the Hamilton Tool Co., Hamilton, Ont. They are high grade tools designed for accurate and rapid drilling, being capable of producing ½ inch holes, and drilling to centre of a 14 inch circle. The spindle, made from high grade stock, is carefully fitted and bores to No. 1 Morse Taper. It is driven by 1½ inch flat belt, has three speeds, cut steel rack and pinion feed, and an adjustable stop to gauge



Sensitive Column Drill T.2.

depth of holes. It is entirely relieved of belt strain and is counterbalanced by a weight inside of the column, which makes it sensitive to the touch. It has ball bearing thrust, and is provided with means for taking up wear and lost motion. The spindle-head is adjustable on slides.

With the machine T.1., one table only is pitted, while on machine T.2. there are two tables, it will be noted from the cut. In the latter case, when the lower table is in service, the upper can be swung around the column out of the way. In both types, the lower table moves the entire length of the column, and the combination centre fits in bracket of this or the only table as the case may be.

ICE CREAM FREEZERS.

Wm. Cane & Sons Co., Ltd., Newmarket, Ont., have secured Canadian rights to manufacture in Canada the Dana Peerless Ice Cream Freezer here illustrated.

The can of the Dana Peerless Freezer is claimed to be small in diameter and very high thus allowing a large surface next to the ice.

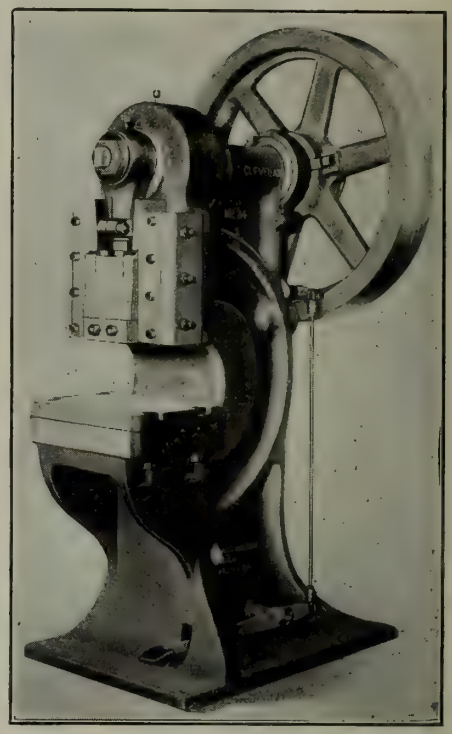
It is also claimed that a gallon of cream can be frozen in three minutes. As the cream freezes it is scraped off by the dasher.

Care is said to be taken in making the working parts of the freezer in order to ensure ease of operation due to extreme simplicity of construction.

The freezer will be made in a number of sizes.

POWER PUNCHING PRESS.

A new power punching press is here shown, which combines several features not previously brought together in this type of press. The face of the frame across the gibs is very broad, permitting V-gibe and a large area on bottom of



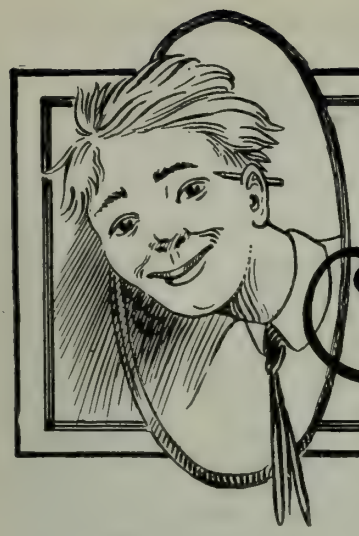
Power Punching Press.

the slide for the support of the upper die or punch. The connection is a steel casting with bronze bushing. The diameter and length of pin bearing is much larger than where the eccentric adjustment is employed, and the adjustment of slide is also considerably in excess of

(Continued on page 62.)



Dana Peerless Freezers.



THE JUNIOR CLERK'S PAGE

SALESMANSHIP.

Salesmanship is a pod of peas. I say that because the chief words of the definition begin with the letter P. Salesmanship is the Power to Persuade Plenty of People to Purchase your Product at a Profit. Salesmanship is the Power of Persuasion by which the salesman causes a change to take place in the mind of the customer.

If he calls on a customer and asks him what he wants and then simply writes out the order, or if he stands behind the counter and simply gives the customer that which he asks for, it does not involve salesmanship, because anybody can give away goods or make prices or terms to suit the other person, or simply wait upon them. Of course, there are degrees of efficiency in doing even that. But if we depend upon sales being made only to people who have already decided to purchase, no business could exist very long. We have to convince the buying public that we have something which it will be to their advantage to purchase.—J. W. Kenyon.

THE TACTLESS TRAVELLER.

"Certain salesmen," says a hardware dealer, "would keep me in a better humor and would probably sell me easier and more often if they would cut out their annoying habits. There's the man who insists on taking an inventory, for instance. He'll snoop into your bins and say, 'You're pretty low on nails, Mr. Blank. Better let me put you down for five kegs.' Then he'll go out into the storeroom and tell you how few tacks and screws you have on hand.

"Some fellows have this inventory habit to a degree that makes you feel like ordering them out of the store.

"I don't believe it gets them any extra business in hardware stores, and it doesn't go well with the merchant who considers himself capable of looking after his own stock.

"Another trick that has lost its force as a sales argument is that of exhibiting orders from other dealers in town or in neighboring cities. So far as I am concerned, I don't care a rap what the other fellow buys. The fact that he had booked heavily never influences the placing of my order."—Ex.

PRESSURE.

"I can" has aided many a man,
Where high obstructions rose,
To conquer bravely, rather than
Sit down and nurse his woes.

"I will" has often served the weak
On steep and stony ways
And caused the fearful still to seek
The sweet reward of praise.

More potent than "I can" and still
Backed by a sharper thrust
And stronger purpose than "I will"
Is man's old friend "I must."

LORD CHIEF JUSTICE AS SHOPKEEPER.

The late Lord Chief Justice of England once imagined himself a shopkeeper, and these are the lines on which he said he would conduct his business: "In the first place, I should always be on the alert to please the taste of the public, and as a trader I should not let people get into the habit of buying articles elsewhere. Therefore, if I had not an article in stock, I should get it into the town as quickly as I could. I should attract people's attention to my shop by good window dressing, and by always having my stock up-to-date. My advice to any tradesman is: "Don't have any old stuff. Get rid of it, even at a sacrifice; get something new.' I should be particularly careful to have something cheap and pretty in my shop windows, in order to bring the ladies in, because if the ladies come in for something they want they are certain to see something they don't want, and buy it. Lastly, I should take the greatest care that my assistants were civil and courteous, so that my shop would be a place to which ladies and gentlemen would delight to go." Rules which might be generally recommended.

ONE FROM IRELAND.

A business man in the Midlands the other day circularized the customers of his firm thus:—"I am sorry to tell you that my partner died recently, but I am pleased to inform you that you may now have an additional 5 per cent. discount as there is now only one to keep."

THE EVILS OF TWO-COAT WORK.

It cannot be too strongly enforced upon the mind of the dealer and his clerks that an unsatisfactory paint job is a constant knock, not only on the paint used, but also on the dealer who recommended the paint and sanctioned its use in an improper manner. The all too common practice of agreeing with a customer, through fear of losing a sale, that, on new work, "two coats ought to do," is something that should be given serious consideration, and arouse determined efforts to better educate the man with the brush.

Contractors should refuse to figure a job specifying two-coat finish, and should explain to the architect and, if possible, directly to the owner or builder his reason for refusing to associate himself with such cheap, slip-shod, bound-to-be-unsatisfactory work.

The cost of the additional coat, or coats, necessary to make a really good job, as compared with the results obtained, is so trivial that the dealer should have little trouble in convincing the contractor and consumer that his interest is really more in the results than in the small additional business involved.

Current News of the Hardware Trade

Fire Losses.

Montreal, Que.—The Montreal Wool Stock Co. have suffered loss by fire.

Toronto, Ont.—H. A. Drury & Co., metal merchants, have suffered loss by fire and water.

Toronto, Ont.—Victoria Paper and Twine Co. have suffered a fire loss, the second within two weeks.

Bedford, Que.—The factory of the Bedford Mfg. Co., manufacturers of tools, forks, scythes, etc., has been destroyed by fire.

New Firms.

Tribune, Sask.—H. R. Hawbaker, has started a hardware store.

Biggar, Sask.—The Ericksen Hardware Co. has incorporated.

St. Brieux, Sask.—Daniel Lefebvre has started a hardware business.

St. Michel, Que.—Marcil & Lamarre, manufacturers of brooms and brushes, have registered.

Business Changes.

Saskatoon, Sask.—Natana Plumbing and Heating Co. have dissolved.

Calgary, Alta.—Alberta Art Glass Co. have sold out to Merchants Glass Co.

St. James, Man.—W. D. Campbell, hardware, is reported having sold out.

Ridgetown, Ont.—Webster Bros., hardware, are reported having sold out.

Laura, Sask.—Shillington Bros. are reported having sold their hardware business.

Lowe Farm, Man.—Hoodge & Co., hardware and grain, have been succeeded by C. E. Anderson.

Plessisville, Que. — Taschereau & Frere, manufacturers of axe and pick handles, have dissolved.

Arbath, Sask.—R. W. Hambly has discontinued his hardware business here and removed to Rushford, Sask.

Ottawa, Ont.—The Modern Electric and Mfg. Co. have been succeeded by Dominion Machinery and Supply Co.

Melfort, Sask.—The Dawson-McEwan Co. have disposed of their hardware business to the Winnipeg firm of H. P. Nayler & Co.

Carlyle, Sask.—Porteous Bros., who recently lost their store and contents by fire, have purchased the hardware business of J. F. McRae.

Griffin, Sask.—Sutcliffe & Smith, dealers in hardware and implements, have dissolved partnership. A. M. Smith is continuing the business.

Companies Incorporated.

The Consumers Tire and Rubber Co., Mount Dennis, Ont., has obtained charter.

The Exeter Manufacturing Co., capitalized at $20,000, with head office in the Village of Exeter, has been incorporated for the purpose of taking over as a going concern the business formerly carried on under the firm name of Jno. Murray & Son. The firm will manufacture bells, road-making tools, machinery, concrete blocks, cast iron pipe, wheelbarrows, pipe, etc.

Industrial Notes.

Saskatoon, Sask.—The Metal Shingle and Siding Co., Preston, Ont., will establish a branch here.

Montreal, Que.—The Canada Cement Co. recently started to operate their new mill in the east end of Montreal.

Sault Ste. Marie, Ont.—The Algoma Steel Corporation is completing plans for two new open hearth furnaces.

Ottawa, Ont.—The Campbell Steel & Iron Works, Ltd., Carling Ave., have started to build a new blacksmith shop of steel construction.

Fort William, Ont.—The Dominion Iron & Steel Co., owners of land on Island No. 1, will build a warehouse and dock here it is believed.

London, Ont.—The Grobb Co., capitalized at $100,000, will erect an addition to the London foundry for the manufacture of forgings and gas producers.

Coldbrook, N.B.—The Canada Nail & Wire Co. have called tenders for the erection of a one-storey plant 175 x 50 ft. Horse nails and calks will be manufactured.

Dundas, Ont.—The Canadian Abrasive Wheel Co. incorporated some time ago to manufacture abrasive materials will erect their plant in the east end of the town next spring.

Galt, Ont.—The Galt Knife Co. will erect a single storey factory, 45 x 140 ft. Thomas Vair and his son Wardlaw Vair, formerly of the Peter Hay Knife Works are the promoters.

Woodstock, Ont.—The Wayne Oil, Tank and Pump Co. have rented the old Pneumatic Hammer Building, which they will use as an assembling shop until their new plant is erected.

Montreal, Que.—The plant of the Canadian Rolling Mills, which is connected with the Canadian Tube and Iron Co., is nearing completion, and should be ready for operation by February.

Personal Notes.

F. W. Lamplough, of Montreal, was a visitor in Ottawa last week.

Geo. J. Webster, Toronto, has been appointed manager of the Lake Superior Iron and Chemical Co.

C. E. Peabody, of the firm of C. E. Peabody & Company, New York, was a visitor in Montreal this week.

W. S. Swartz, of Julius Berbecker & Sons, Arlington Heights, Ill., called on the trade in Montreal this week.

P. M. Isbister, representing Peck, Stow and Wilcox, of Southington, Conn., was calling on the trade in Montreal this week.

E.O.C. Kuhuel, president of the Standard Steel Construction Co. has moved his residence from Port Robinson to Welland, Ont.

Mr. Horan, representing the Burlington Windsor Blanket Company, of Toronto, was calling on the trade in Montreal this week.

R. A. Shaw, representing the Pike Manufacturing Company, of Pike, New Hampshire, was calling on the trade in Montreal this week.

Ralph M. Piper, representing the Standard Manufacturing Company, of Marysville, Ohio, was calling on the trade in Montreal this week.

A. F. McDermid, traveller for the Ashdown Hardware Co., Winnipeg, left on Friday for New York to spend Christmas with his mother.

F. W. Thomson died at the McKellar hospital, Ft. William, from typhoid fever on Nov. 26, aged 63 years. He built the first stove foundry in Ft. William.

Robert Hobson, general manager of the Steel Co. of Canada, Ltd., was in Montreal last week on a visit of inspection to the company's plants there.

The Ashdown Hardware Co., Winnipeg, have re-arranged their wholesale offices and sample rooms in order to afford a better service for customers.

W. S. Fisher, representing the Enterprise Foundry Company, of Sackville, N.B., was in Montreal this week and called at the office of Hardware and Metal.

Walter Pfeffer, of Fawcett Bros. Hardware, Saskatoon, is visiting in Owen Sound. Mr. Pfeffer was formerly in the employ of T. I. Thomson, Ltd., of Owen Sound.

William Chambers, one of the West's old timers and well known hardware man, of Hamiota, was recently in Winnipeg on business. He reports business good in his section.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Owing to the colder weather of the past few days a slight improvement is reported in the stove business.

Quite a number of changes have taken place in Toronto quotations on metals. Only a moderate amount of business is passing in metals and metal merchants are devoting considerable attention to collections.

In the hardware trade, this month shows an improvement over November. New prices have been issued on poultry netting.

Linseed oil has advanced in Toronto and Montreal. White lead remains unchanged and booking at present prices has been extended to May 15, 1914.

Retailers are buying lightly and in many cases will likely do so until after stock-taking which usually commences immediately after Christmas.

MONTREAL.

Montreal, Dec. 10, 1913.—The long-looked-for change of weather has at last come, and we are now enjoying real snow. The temperature is hovering around a few points below freezing during the day, and drops a little as soon as the sun goes down. The result of this change is certainly quite noticeable to a caller at the local warehouses, as the volume of business passing at present is much heavier than one week ago. Seasonable lines, such as sleigh bells and snow shovels, as well as skates and hockey sticks, are being ordered in quantities, although a little more frost would stimulate this demand to a marked extent. Local dealers are quite busy with the inventory too. Some firms are just getting ready to take stock, while others have either completed the task or are in the middle of it.

Collections are improving daily out West, while it cannot be said that the East has ever been very much behind. Different firms of Montreal claim that the volume of business done up till the end of August showed a substantial increase over the corresponding period of last year. September held its own, but October and November went behind a little. This is followed up by the present month, and dealers seem to be of the opinion that December will show an increase over the same month last year. Taking the year's turnover, dealers admit that, although the increase will not be very great, when the books are closed for the year there will certainly be a margin over last year. In the face of these reports, which are coming from nearly all firms, people should rid themselves of the pessimistic feeling which has been the topic of conversation for the past six months.

One of the local dealers passed the remark to-day that retailers were selling more articles for Christmas gifts this year than ever before. Cutlery, plated ware, electric utilities, skates, and sporting goods, which are handled by a host of hardware men, have been in great demand for Christmas purposes. When asked how this could be accounted for, he explained that the retailers were paying more attention to the dressing of their windows, and when it was time to display these articles he had noticed, in the last couple of years, how the hardware merchant was getting his share of the Christmas demand by simply getting into line and dressing his windows for the occasion. At the present time every hardware man, or the greater portion of them, figure in this business, but the most successful of them, or, in other words, the man doing the biggest turnover, is the man who is up-to-date in his window display.

The demand for Christmas articles has not yet been satisfied, and orders are still being received by local dealers for goods suitable for gifts. The amount of business passing this week is a little heavier than for the corresponding period last year, which was, as we all know, quite a satisfactory one to the trade in general.

Prices remain unchanged in all lines, and, apart from the increased demand for some articles and the demand created for seasonable lines by the change in temperature, the local market for the week was featureless.

In builders' hardware the trade look for a quiet time during the first two months in the new year, but March, April and May, they claim, should be very good ones. There are no local contracts of any great size, the general demand for what little business is going on being to fill small contracts or house requirements.

Some firms are finding it rather difficult to place their orders for spring supplies, while others seem to be going ahead the same as usual. These orders, of course, are always given as soon as the stock-taking has come to a close, which is the first week or so in January.

Changes in Metals.

In the metal market for the past week conditions have been very erratic, and quite a few changes have taken place in prices. The business has been of a very quiet nature, and, although reports have been received of quite a number of orders being given, it is said that they were all of a very small nature, with only one or two large orders on record. The state of the market everywhere is very depressing, and due, no doubt, to the unsettled conditions in Mexico. This has had an unsettling effect on markets, especially in the States, with the result that it has been reflected to other large centres.

Tin.—There is absolutely no demand for tin at present, with the result that the London quotation shows a further decrease from last week's price of £6. The price quoted this week for prompt shipments is £170 10s., while futures are quoted at an advance of £1. It seems that the supplies on hand are plentiful, with little or no demand, resulting in price decline. It is said by some of the local dealers that, although there might be a slight advance in this quotation before the end of the year, those who control the market will not permit any great increase before then. New York quotes $37.40, with futures ranging from $37.35 to $37.50. It is said that consumers there show no eagerness to contract at present prices, which are the lowest in two years, and acknowledged to be attractive. Locally the demand is very light, with prices remaining unchanged from last week.

Spelter is Higher.

Spelter.—The London price quoted by us this week is showing an advance of 10s. over that which was quoted by us in the last issue of this paper. The price in effect yesterday on the London market was £21 2s. 6d. It is claimed that stocks have been reduced considerably, and, although there is not much demand, local dealers do not look for cheaper prices. New York prices have eased off a little since last week, and are

quoted yesterday as follows:—Prompt shipment, $5.12½ to $5.25, with retail lots at $5.40. Futures are quoted at from $5.12½ to $5.20. The local market is very quiet, without any demand from buyers.

Lead.—London price this week is lower by 2s. 6d from last week's quotation. The price quoted yesterday was £17 12s. 6d.. The market is extremely quiet, and no demand is in evidence. If it were not for the Mexican situation this price would undoubtedly be much lower, as it is generally known that 20 per cent. of the world's supply of ore comes from that country. At the present time, owing to the unsettled conditions of affairs in Mexico there is no ore being shipped. The dropping off of building operations is partially the cause for the consumption of lead having fallen off. New York price of $4.00 is the lowest it has been since February, 1912, when it was also down to that level. It is claimed that the real object for price reductions is to affect a curtailment of output. Locally conditions remain unchanged, with only a small volume of business passing.

Copper.—The demand for copper has practically fallen off to nothing. London quotes £65 5s. for prompt shipments and £1 less for futures. The market in New York is about the same, with $14.12½ to $14.25 being asked. Futures are ranging 12½ cents lower. Local prices remain unchanged from last week, with only a limited demand being made.

Antimony.—The local market is much the same as during the last few weeks; in fact, not much change is looked for until after the end of the year. Prices remain unchanged.

Iron.—Quite a number of orders have been received by both Canadian and American dealers for prompt shipments. Quotations for futures have also been asked for, but makers will not book orders ahead. The London price this week is 49s. 7d., or an advance of 2s. 6d. over the price quoted last week. A better feeling is noticed on the London market. Locally conditions and prices remain unchanged.

Stove Business Good Again.

The stove and heating business for the week has been quite normal, with a fair volume of business passing. In the East here dealers are quite satisfied with the year's turnover. Although the amount of business done in fuel stoves has fallen off to some extent, the gas stove business has more than made up for this deficit. It was stated by one dealer to-day that during the year just about to be completed the gas stove business carried on in Montreal will be a record one. He went further to say that he was sure that there have been 15,000 of these stoves installed in houses and apartments this year. This, of course, is not surprising to the residents of Montreal, as all houses being built or having been completed in the past year or so are equipped with this stove.

In the furnace line it is said that, although the small furnaces have fallen off to some extent this year, the amount of business done in the larger lines will more than meet any shortage in the smaller output.

Collections are good in the East here, with Western collections improving day by day.

TORONTO.

Toronto, Dec. 11.—December business so far, has been good with the hardware jobbers and quite an improvement is shown over the previous month.

The stove trade has been quiet although business improved to some extent on account of the cold snap during the early part of the week, there is, however considerable room for further improvement and real cold weather is needed to revive business in the stove trade.

There is a general movement in Christmas goods.

In the metal markets a number of price changes have taken place.

Retail hardware dealers expect to be busy from now until Christmas and expect a general rush during the week preceding Christmas Day.

Changes in Metal.

A fair amount of business is passing in small lots. At this season of the year with the annual balance sheet in sight, metal merchants are endeavoring to secure settlements and are spending considerable time on collections.

A number of price changes have taken place during the week. The greatest break has been in the price of tin and a decline of 1 cent per pound has taken place. Quotations on tin now range from 41 to 43 cents per lb.

Strength is exhibited in pig lead and the demand is fair. Quotations on lead range from $5.40 to $5.65.

Spelter has advanced 15 cents per 100 lbs. and quotations now range from 5½ to 5¾c lb.

Copper remains steady and unchanged with a fair demand in small lots. Quotations range from 16 to 16¼ cents.

Solder has declined in price and half and half solder is quoted from 25 to 26 cents per lb. Wiping solder is quoted at 24 cents per lb.

Firmness is shown in pig iron. Trade in iron and steel products is quiet. Structural steel is also dull on account of curtailment in building operations.

There is a fair demand for babbit metal and quotations range from 6 to 60 cents per lb.

Plates and sheets are in fair demand with considerable price-cutting in evidence.

Wire, Netting and Nails.

A considerable reduction has taken place in the price of poultry netting in the small sizes, including one-half and one-inch mesh. The new prices are shown in the accompanying panel.

Nails are still quoted at $2.25 base. The demand for wire products is light at present. A large number of orders for poultry netting have been booked for spring delivery.

Screen wire cloth is offered for spring delivery at $1.50 per 100 sq. ft. in 100 ft. rolls and $1.55 per 100 sq. ft., in 50 ft. rolls.

Stoves and Ranges.

Stove dealers have not been as busy as usual for this season of the year. Continued mildness has caused dullness in the heating business.

During the early part of this week the weather turned much colder and an immediate improvement in business was noticed by retailers and manufacturers. There is, however, great room for improvement and if cold weather does not set in before long the chances are that the stove trade of this season will fall short of expectations.

Retailers should try and close as many sales as possible before Christmas.

The demand for small oak heaters and coal oil heaters has also been below expectations although considerable improvement is noticed this week.

If the present cold snap continues there should be a heavy volume of trade in stoves from now on.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½ inch x 22 ga x	12 inch	$3.00 roll
" "	18 inch	4.30 roll
" "	24 inch	5.65 roll
" "	30 inch	6.90 roll
" "	36 inch	8.20 roll
1 inch x 20 ga x	12 inch	1.50 roll
" "	18 inch	2.10 roll
" "	24 inch	2.70 roll
" "	30 inch	3.25 roll
" "	36 inch	3.80 roll
" "	48 inch	5.10 roll

The demand for furnaces which has been heavy this fall is now beginning to slacken, and many of the retail firms have many of their men engaged in furnace repair work.

Stove repairs are in good demand, also stove accessories including ash-sifters, stove pipes, boards, dampers, flue stoppers, polish, etc.

Bolts and Screws.

The demand for bolts and screws is not heavy. The recent price reductions caused active buying for a few days, but a large number of dealers are only buying for immediate needs. With the annual stock-taking due in two or three weeks, dealers are inclined to purchase as lightly as possible.

Woods screws are still quoted as follows:

Flat head bright screws..85-10-7½-10%
Round head bright screws 80-10-7½-10%
Flat Head Brass Screws..75-10-7½-10%
Round head brass screws 70-10-7½-10%

Bolts and nuts are quoted as follows:
Carriage bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 per cent.
Carriage bolts ($1.00) list), 7-16 in. dia. and larger, 52½ and 12½ per cent.
Machine bolts, ⅜ in. dia. and smaller, 35 and 10 per cent.
Machine bolts, 7-16 in. dia. and larger, 50 per cent.
Sleigh shoe bolts, ⅜ in. dia. and smaller, 62½ per cent.
Sleigh shoe bolts, 7-16 in. dia. and larger, 50 and 12½ per cent.
Coach and lag screws, 75 per cent.
Skein bolts, 75 per cent.
Square head blank bolts, 60 per cent.
Bolt ends, 60 per cent.
Plow bolts, 55 and 10 per cent.
Elevator bolts 60 and 5 per cent.
Fancy head bolts, 50 and 5 per cent.
Shaft bolts ($3.00 list), 50 and 5 per cent.
Step bolts, large head ($3.00 list), 50 and 5 per cent.
Whiffletree bolts, 50 and 5 per cent.
Nuts, square, 4½c off list.
Nuts, hexagon, 4½c off list.
Stove rods, per lb., 5½c to 6c.
Stove bolts, 80 and 7½ per cent.

Spring Goods.

Travellers are endeavoring to secure orders for spring delivery, and booking on some lines is very heavy indicating that the trade is looking for heavy spring business in a few lines at least.

Poultry netting orders have been placed in large numbers. Netting is quoted at 50-10 per cent. for 2-inch mesh and at net prices as shown in the accompanying panel for smaller sizes.

Rubber hose is being booked at practically the same prices as last year. Some dealers expected lower prices on account of the low price of crude rubber, but manufacturers claim that the reductions in crude rubber have been offset by the increased cost of other materials entering into the manufacture of rubber hose.

Rope, Twine, Etc.

There is a seasonable demand for rope. Quotations remain unchanged and rope is quoted in Toronto as follows:—

Pure Manila rope .....16½c base.
British Manila rope .....12½c base.
African Hemp rope .....12½c base.
Sisal rope .....11½c base.

Quotations on binder twine for next season's delivery will not be issued until February.

Leather Belting.

Quotations on leather belting and cut laces remain unchanged and are quoted as follows:

Extra leather Belting ....60% discount.
Standard leather belting 60-10% discount
Cut lace leather.....95c lb.
Lace leather in side .....85c lb.

WINNIPEG.

Winnipeg, Dec. 8.—The recent outrageous murder of Bank Manager Arnold at Plum Coulee, a village in Southern Manitoba, and the fact that this is but one of a good many recent crimes by armed desperadoes has given, during the last week, a very marked impetus to sales of protective fire arms. Automatic pistols and revolvers have been in demand and a large amount of fixed ammunition has also gone out.

There is still considerable activity in Christmas goods, plenty of small sorting orders coming to hand. Builders' supplies have not wholly ceased to move and stocks to carry over are not nearly as heavy as was at one time expected.

As is usual at this season, large quantities of heavy hardware have arrived at the lake heads and the most of these goods will be stored at the ports for distribution next spring.

Cold Weather Needed.

The season's trade in stoves is pretty well over as regards the wholesalers' end but a good many rush orders would no doubt come in should the weather suddenly turn cold. As it is, there is decidedly lower temperature than prevailed a week ago.

Paints, oils and glass are seasonably quiet. An item of some interest is an advance of 5 cents per gallon on turpentine, the first price change in this line for a considerable time.

The closing of the year and the dullest season in the hardware trade coming at the same time causes most of the wholesalers and retailers to take their inventories about this time. It is early yet to predict what has been the result of the year's business but it is safe to say that there has not been much falling off from last year.

Collections Are Fair.

Collections are regarded as fair and there is at present considerable money in circulation. Competent authorities state that $90,000,000 has already passed into the farmers' hands, proceeds of this year's crop. There is now, however, little wheat left in farmers' hands to market.

GODFREY S. PELTON RETIRES FROM BUSINESS.

Godfrey S. Pelton, who for many years has been a familiar figure in the hardware business, conducting a manufacturers' agency, has just retired. It is with regret that we announce that this step was taken mainly on account of failing health. Before quitting the scene of his labors for so long a period, Mr. Pelton has transferred his interests in his business to Messrs. J. H. & H. R. Hale. For the past few years these two gentlemen have been travelling in the interests of the International Distributing Company, and are well known to the majority of hardware firms. Messrs. Hale represent the following lines:—Henry Feilchenfeld, Germany; J. & A. Law, Glasgow, Scotland, cart boxes and other castings; John Law & Co., Glasgow, Scotland, Hollowware Manufacturers; St. Lawrence Suspender Co., Montreal, "Victor" Razor Strops and Belts; D. Anderson & Sons, St. Andrews, Scotland, Golf Clubs, Balls, Etc.; Wm. Briggs & Co., Sheffield, England, Electro-Plated Goods; Richard Johnson & Nephew, Manchester, England, Wire Manufacturers; G. Perkington, Sheffield, England, Table Cutlery; A. Shaw & Son, London, England, Glaziers' Diamonds; Edward Preston & Sons, Ltd., Birmingham, England, Boxwood Rules, Levels, Etc.; Tyzack & Holmes, Sheffield, Eng., Steel Rules, Straight Edges, Etc.

The business will be continued for the present under the name of Godfrey S. Pelton & Son. With their past record for efficient and conscientious work, these two young men should score a success in their new line of endeavor.

CAN FILL ORDERS.

The Bedford Manufacturing Co., Bedford, Que., have sent notices to the trade regarding their recent fire as follows:

"We wish to advise our customers and friends that our storehouses were saved and that we have on hand a large stock of finished goods which enables us to fill all immediate orders promptly.

"Pending the rebuilding of our plant we have arranged with other manufacturers in our line to take care of all our orders, we supplying the handles and workmen. Our handle manufacturing department and handle storehouses were entirely saved.

R. E. Bealon, hardware merchant, is in Winnipeg calling on the trade. Mr. Bealon was the pioneer hardware merchant in his district which he reports had an excellent crop. He considers present conditions as good and is optimistic over the future.

Methods of Retailing Paints and Varnishes

Selling Paint to the Agriculturist

During the Winter the Up-to-date Farmer Devotes a Portion of His Time to Repairing His Implements and Buildings—He is, Therefore, a Good Prospect for the Sale of Prepared Paint.

The winter months are generally looked upon as quiet months in the paint departments.

There is of course an all-year-round demand for certain lines of painting materials but, when the winter sets in, the dealer naturally expects a falling-off in the demand for paint.

It is true that only a limited amount of outside work can be done through the winter months. The dull season, however, should not prevent the paint dealer from endeavoring to create and make sales in his paint department.

One class of trade particularly worthy of attention during the winter is the trade of the farmer.

During the winter months the farmer has a considerable amount of time on his hands. This time could be used to good advantage by the farmer in doing work which would be profitable to himself as well as to the merchant.

Those who keep in touch with farming conditions will tell you that conditions on the farm have changed considerably during the last two decades.

Farming is now recognized as a science, and the successful farmer is no longer a mere tiller of the soil. He is looked upon as a business man who is always willing to consider a proposition which will be of benefit to him.

Not many years ago it was a common occurrence to see farm implements left outside during the winter season, exposed to the elements, without protection of any kind.

Times have changed, and to-day the farmer who takes pride in his farm, and places value on the implements he uses to make his living, will take care to see that tools and implements used during spring, summer, and fall months, are well taken care of during the winter, and overhauled in order to have them in good condition for use during the following seasons.

One of the important essentials which the farmer often overlooks is the value of paint as a protective measure.

Paint can be used on all farm implements, and unless the machinery is absolutely new there is generally some portion of each implement where paint can be used to advantage.

Buggies, wagons, binders, mowers, plows, rakes, and many implements and vehicles in need of paint can be found in any farming community.

In the winter the farmer has plenty of spare time to do work of this kind and he is an excellent prospect for the dealer to approach in an endeavor to sell wagon, buggy, or implement paint.

Every hardware dealer has, or should have in stock a line of paint suitable for painting implements, vehicles, etc.

Prepared paint for this purpose is manufactured by nearly all paint manufacturers.

The paint is made in such a manner that both color and varnish can be applied in one operation, thus obviating the necessity of the former purchasing two kinds of painting material.

The problem which confronts the dealer is the selling problem—how he can sell this paint to the farmer.

At this season of the year his show windows are used for Christmas goods and other winter lines. He is using his newspaper space principally for advertising the lines displayed in the show windows.

The remaining selling powers at his command are personal contact and personal letters, both of which can be used with good effect.

A personal letter, with a paint sample card enclosed, will help to get the farmer interested, particularly if the letter points out the advantages to be gained by using the paint, and also the easy manner in which the farmer may himself apply it.

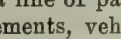
Personal contact can also be used successfully in selling carriage and implement paint.

During the winter the hardware store is visited by large numbers of farmers. There are many lines of hardware purchased by the farmer during the cold season. The farmer is seldom in a hurry when making purchases during the winter, he has more spare time at his command than he has at any other season of the year.

Proprietors and their clerks are afforded an opportunity of talking paints with the farmer. Do not simply mention the matter of painting and then drop the subject if he does not immediately appear to become interested, but show him a sample card, or board and a can of the paint, or better still, show him a sample of some old portion or piece of machinery which you have painted yourself.

It is a good plan to secure a part of some implement used around the farm and after painting a portion of it keep it on hand for showing farmers how their implements may be improved by using paint.

There is a splendid profit for the dealer on such lines as carriage and implement paints, and unfortunately the sale of this class of paint is often neglected by hardware merchants.



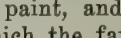
DEATH OF ROBERT MORROW.

Robert Morrow, of the old established hardware firm of William Stairs, Son & Morrow, Halifax, N.S., died at the Macllellan Hospital on Nov. 29, after a week's illness with appendicitis.

The deceased was 26 years of age and the eldest son of the late Geoffrey Morrow, a member of the firm of William Stairs, Son & Morrow, who died about ten years ago.

The late Robert Morrow, although a young man, was identified with a variety of interests in the city of Halifax in its business, social and athletic life. He was probably one of the youngest men ever serving as alderman in the Halifax City Council.

The firm of Wm. Stairs, Son & Morrow, of which the late Robert Morrow was a junior member has suffered a loss of two of its members during the past year, the former death being that of Edward Stairs, which occurred early in the spring.



POWER PUNCHING PRESS.

(Continued from page 56.)

what can conveniently be obtained with an eccentric bushing, besides, the adjustment will not slip or change under any load. Two clutch pins are regularly furnished in the fly wheel, so that the clutch will engage every half revolution.

These presses, which are manufactured by the Cleveland Machine & Mfg. Co., Cleveland, Ohio, are built in seven sizes, either plain or geared, and are especially adapted for use in the manufacture of hardware, locks, cutlery, typewriters, automobile parts, and trimming drop forgings.

You Can't Sell A Good Curler Poor Stones



And you can't sell a poor curler better stones than **Mac's Special.** These rocks are almost as well known throughout Western Canada as the game itself, used for years by the best rinks. A demand has been created that outrivals the popularity of any other curling stone on the market.

Built by expert manufacturers—J. Keanie & Son—Mac's Special curling stones were constructed especially for use in Western Canada, and are specially adapted to conditions there existing. Mac's Special stones are made by people with an international reputation. They are made in matched pairs, well finished, and in the various weights—each stone correct in shape, and with an absolutely true running surface.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

Three Big Reasons Why

BERRY BROTHERS VARNISHES

Are Money Makers for the Dealer

1. Berry Brothers Have Been Making High Grade Varnishes for Fifty-five Years.

The reputation of Berry Brothers as makers of good varnish dates back 55 years.

Painters, decorators, architects and home owners for over half a century have been friends and users of Berry Brothers' Varnishes. Berry Brothers' dealers have been successful because Berry products stand the test of time and repeat.

2. Berry Brothers' Progressiveness Have Helped to Make Our Dealers Successful.

There is now a Berry Brothers' product for every varnish need. No matter what your customer's need may be—interior or exterior finish—varnish for house, boat or furniture—there is a Berry Brothers' product best adapted for that use.

And your customers will appreciate your interest in recommending the proper varnish for the use they have in mind.

3. Our Extensive Advertising to Varnish Customers is a Big Sales Help to Our Dealers.

For many years we have been telling the Berry Brothers story to varnish consumers from Coast to Coast. That is one big reason why dealers have found it pays to push Berry Brothers' products.

Any good article which bears a reliable manufacturer's name, one that is backed by a large amount of money spent in national advertising, is bound to have an increasingly popular demand year after year.

This is especially true of Berry Brothers' products. They have unusual merit, they have the reputation, and they are backed by a large volume of intelligent advertising that brings varnish consumers into the stores of Berry Brothers' dealers.

If you do not handle our varnishes you will find it well worth while to send for our literature and dealers' proposition to-day.

HERE ARE FOUR OF OUR PRINCIPAL PRODUCTS.

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish or interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar (It's Waterproof)—Widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white nor check.

World's Largest Varnish Makers

BERRY BROTHERS
INCORPORATED
WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Dec. 10th, 1913.—There has been no change in the local market during the past week with the exception of an increase in linseed oil. Business is very quiet for immediate shipments but the orders are still coming in for futures in the ready-mixed paint line. Collections are improving daily in the West while no complaints can be registered at the way they are coming in down in the east here.

White Lead.—The business passing at present is quite normal for this season of the year. The demand is quite steady with prices remaining unchanged. There was a meeting here this week but it has not yet affected the prices and it is the opinion of quite a number of local men that they will not show any change at present. Quotations are as follows:

5 ton lots	$7.75
1 ton lots	8.05
Less than one ton...	8.25

Linseed Oil.—There has been an advance of two cents per gallon in oil this week. This change has been predicted by local men for some weeks but as they were split in their opinions it was not at all helpful to buyers. Some were of the opinion that it was going to go down and others predicted an increase. The local demand is quite seasonable and a fair amount of business is passing. Following are the quotations:

	Raw	Boiled
1 to 4 barrels	$0.55	$0.58
5 to 9 barrels	.54	.56
10 to 25 barrels ..	.53	.55

Carload lots one cent cheaper.

Prepared Paints.—Only a small demand is in evidence for immediate shipment at present and orders consist mostly of inside finishes. The orders for futures are still being received and are keeping local dealers quite busy.

Glass.—The demand is very quiet and no change is reported since last week.

Putty.—The demand for putty is much the same as in former weeks with only a fair amount of business passing with the same prices ruling.

	Per 100 lbs.
Bulk, in casks	$2.30
Bulk, in drums	2.50
Bladders, in barrels	2.80

With the usual advance of 70 cents per 100 lbs. for pure.

Turpentine and Benzine.—The demand for turpentine is good with 62 to 63 cents quoted. Benzine is still in good demand.

TORONTO.

Toronto, Dec. 11.—Another advance has taken place in Toronto quotations on raw and boiled linseed oil.

The advance in flaxseed prices has, it is claimed, been the reason for the two advances during the past two weeks.

Turpentine has been advanced 1 cent per gallon.

No change has taken place in the price of white lead, and orders are being booked at present prices for delivery up to May 15, 1914.

Business, although rather quiet, is as good as can be expected at this season of the year.

A number of orders for ready-mixed paints have been booked for spring delivery, although a great many dealers are withholding their spring orders until after stocktaking is completed.

Linseed Oil.

The new quotations on linseed oil are as follows:

Raw Linseed Oil—

1 to 2 barrels.....	59c per gal.
3 to 5 barrels.....	58c „ „
6 to 9 barrels.....	57c „ „

Boiled Linseed Oil—

1 to 2 barrels.....	62c per gal.
3 to 5 barrels.....	61c „ „
6 to 9 barrels.....	60c „ „
10 barrels	Open.

Oil for less than 1 barrel 7 cents per gallon additional, with the usual charge for cans.

The demand for oil is not heavy at present. A feeling exists among some of the dealers that oil will go still higher.

Turpentine.

Receipts at Savannah last week were 3,566 barrels and sales 3,301 barrels. Further reports indicate that sales during the early part of this week have been heavy.

Toronto quotations have advanced 1 cent per gallon, the ruling price now being 66 cents per Imperial gallon in single barrel lots, and 65 cents per Imperial gallon in 2 to 4-barrel lots. Five-gallon lots are quoted at 73 cents per Imperial gallon.

White Lead.

White lead remains unchanged, and orders are now being booked for delivery up to May 15 at the following prices:

5 ton lots	$7.90 per 100 lbs.
1 ton lots	$8.20 per 100 lbs.
Less than ton lots..	$8.40 per 100 lbs.

Coal Oil and Gasoline.

The demand for gasoline is normal, and single barrel lots are now quoted at 24 cents per gallon.

There is a good demand for coal oil, and quotations have advanced ½ cent per gallon, Toronto quotations being as follows:—Canadian prime white petroleum, 15½ cents per gallon; Royalite, 16 cents per gallon; Palacine, 18 cents per gallon.

Benzine in single barrels is quoted at 23 cents per gallon.

Glass and Putty.

No changes have taken place in glass or putty quotations. Standard putty is quoted as follows:—

Bulk in casks	$2.40 per 100 lbs.
Bulk in 100 lb. drums	$2.60 per 100 lbs.
Bladders in barrels..	$2.90 per 100 lbs.
Pure putty	70c 100 lbs. advance.

Glass is quoted at 15 per cent. discount.

ISSUE ATTRACTIVE CALENDAR.

The Canada Paint Co. have issued their 1914 calendar. The calendar is lithographed in twelve colors and is an exact reproduction of the original oil painting "The Breaking of the Gale," by Harry Clucas.

Harry Clucas, the artist, who painted the picture has been connected with "The Canada Paint Co. for a great number of years, and is one of the best known paint men in the Dominion, particularly throughout Ontario. Mr. Clucas is manager of the Toronto office.

He has a practical knowledge of the sea having spent many years on the ocean.

Mr. Clucas was born on the Isle of Wight. At the age of fifteen he was apprentice on board a merchant ship. Finally after being shipwrecked he gave up the sea and served a five-year apprenticeship to the painting and decorating trade.

He later came to Canada and during the early seventies and eighties some of the best and biggest steamboats on fresh water showed the results of his skill as a decorator and practical painter.

In 1885 he became associated with the Wm. Johnston Co., Montreal, and in 1890 he joined forces with the Canada Paint Co.

For the past thirteen years he has been in charge of the sales offices at 152 Bay St., Toronto.

Mr. Clucas has a large circle of friends both in and out of the paint trade.

Death of Geo. McFarlane.

The death occurred in Toronto on Dec. 5, of Geo. McFarlane in his sixty-eighth year. The deceased was the founder of the McFarlane ladder works in this city in 1872.



BEAUTY AND PERMANENCE

IT is a difficult matter to make a creosote Shingle Stain that will have the requisite beauty and durability. It is a matter of nice combinations and careful treatment, and any failure in any of the elements means inferior stain.

ANCHOR SHINGLE STAIN

would satisfy you because it would satisfy your customers. It meets fairly all the requirements of every day service and combines beauty and preservative qualities—two essentials in any stain of this class. You can find nothing better than this for treating shingles; nothing more uniform in quality or more reliable.

Equally good for dipping or application with a brush, Anchor Stain has fine covering qualities, and when used as a dip, penetrates all the pores of the wood, and preserves it indefinitely.

Such a stain as this is always in demand—and the more of it there is sold, the stronger the demand, for it is one of those things that must be known to be appreciated; but when tried, it never fails to demonstrate its superiority over all other shingle stains.

We are pushing Anchor Stain this year—it's worth it—and we want your help.

WRITE FOR DETAILS.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. 9.75 10 50

BABBITT METAL.

Canada Metal Company — Imperial, genuine, ; Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal.—XXX Genuine, 55c; Superior, 50c; A Special, 35c; Hoo Hoo, 25c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c. Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c. "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c—65c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 "	9 60	8 70
" " 2½ "	12 25	11 00
" " 3 "	13 30	12 70
" " 3½ "	15 55	15 80
" " 4 "	19 80	19 00

BRASS.

Spring sheets, up to 20 gauge.... 0 26
Rods, base ⅛ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 9, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lb.	
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', ineheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 & 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

	Montreal	Toronto
In car lots.		
Canadian foundry, No. 1	21 00	21 00
Canadian foundry, No. 2	20 50	19 50
Summerlee, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	23 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles	base	2 50 2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 46	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign).	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 80	....
Cammell Laird	....	0 15
Black Diamond tool steel..	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 06½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	3 00
All bright, 52 sheets	3 90	4 15

Galvanized—Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x80	8 90	8 90	9 50
28x28x80	9 40	9 40	10 00

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Best
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Standard Wrought Buttweld Pipe. Size.	Black.	Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Standard Wrought Lapweld Pipe. Size.	Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 8 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb	0 11½	0 11¼
Light copper & Bottoms.	0 10½	0 09¾
Heavy red brass	0 10¼	0 10½
Heavy yellow brass	0 08¼	0 08½
Light brass	0 06½	0 06¼
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 03¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 00
Stove plate	12 00	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 03¼	0 03½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Bar pig, 100 lbs.	6 00	5 00
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe, 7¼c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd.	0 26½	0 25
Wiping	0 24½	0 24

SHEET ZINC.

5-cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 25	5 75

TIN AND TINPLATES.

	Montreal.	Toronto.
Lamb and Flag and Straits—		
56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)

	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65	
I X, 14x20 base	5 65	
I X X, 14x20 base	6 65	

BRIGHT COKES.

Bessemer Steel—

I C, 14x20 base	4 50	
20x28, double box	9 00	

CHARCOAL PLATES—TERNE.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 40	
I X, Terne Tin	9 40	

CHARCOAL TIN BOILER PLATES.

Cookley Grade—

XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	7 50	
XX 14x65, 50 sheet bxs.)		

TINNED SHEETS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 85	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.
No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.00; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.30. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $3.40 in car.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $3; No. 18, $5.80; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 32-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 30c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 15c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 85

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Other sizes, 50 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 5c extra; No. 11 gauge, 10c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.85 per 100 sq. ft.; in 50-ft. rolls, $1.90 per 100 sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 45½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅝, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 00	14 00
Plain ship "	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit "	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

TWO PROFIT PRODUCING SPECIALTIES

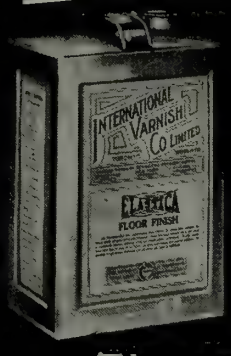
REVIVES & RENEWS OLD FURNITURE & WOODWORK



ENDS ALL FLOOR TROUBLES

TRADE ELASTICA MARK

FLOOR FINISH



Lacqueret

THE HOUSEHOLD LACQUER

The one perfect Floor Varnish

INTERNATIONAL VARNISH CO. LIMITED
TORONTO WINNIPEG

BRINGS BIGGER BUSINESS BETTER PROFITS

MARTIN-SENOUR PAINTS & VARNISHES

"The Tumult and the Shouting Dies"

New things always have a glitter on the surface—but it takes time to make promises come true.

Even the most wide-a-wake dealer may be lead away by temporary enthusiasm over the clever salesman's much ado about quality and promotion.

It takes continuous advertising to sell paint continuously—a big splurge during 1913 won't sell the paint for you in 1914.

Keeping everlastingly at it in a progressive, yet sane manner is the Martin-Senour way.

Our Dealer-agents enjoy a steady increase of trade, through the cumulative effect of our persistent advertising which,—coupled with Martin-Senour quality, has created a host of satisfied customers; and this, after all, is the real test of quality, and the real index of effective promotion.

For 1914, we are launching out on a policy of **unusual** expansion—the largest and most forceful advertising campaign for dealers' benefit ever put on in Canada.

This is not a promise—it's a fact. Let us give you details.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

HARDWARE AND METAL

ANVILS.

Buckworth, per lb. 0 10½

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1.200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Milo, flexible 6 00
Double strap hangers, dozen sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 45
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 55 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 50 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 1¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 60
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 45
Pitch, Scotch, per 100 ..... 1 85
Heavy fibre 32 ft. x 60 per 100 lbs. 2 90
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Nails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

4½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " " 4 20
4 " " " " 5 53
5 " " " " 7 80
6 " " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan, Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, lb lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 08
Sledge, Masons, 5 lbs. and over.. 0 08
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ¾-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1¼-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

¾-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾ inch	$4 10
4	1¾ inch	3 75
5	1 15-16	3 50
6	2¼	3 10
7	2 5-16	2 90
8	2¼	2 75
9	2 11-16	2 60
10	2¾	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3¼c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock .... 18c ft.
Ontario .... 16c ft.
Faultless ....20c ft.
Extra Heavy ....22c ft.
Hercules ....23c ft.
Decorator .... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft.	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20 ft., each	....	$2.60
22	....	2.86
24	....	3.12
26	....	3.38
28	....	3.64
30	....	3.90
32	....	4.16
36	....	5.10
38	....	5.40
40	....	5.70
44	....	6.00

(COMMON SINGLE LADDERS)

8 ft., each	....	$ .80
10 ft., each	....	1.00
12 ft., each	....	1.20
14 ft., each	....	1.54
16 ft., each	....	1.76
18 ft., each	....	1.98
20 ft., each	....	2.40
22 ft., each	....	2.64

Fruit picking ladders, long nose, same price as common single ladders; short nose 4c per foot additional.

(PAINTERS TRESTLES).

5 ft., each	$1.50	14 ft., each	$4.20
8 ft., each	2.00	16 ft., each	4.80
10 ft., each	2.50	18 ft., each	5.40
12 ft., each	3.00	20 ft., each	6.00

LANTERNS.

No. 2 or 4, plain cold blast, doz. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz..... 7 50
Brass well japanned, doz..... 9 25
All brass, doz..... 24 00
Cold blast globes, doz..... 0 60
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft..... 0 13½
Corrugated, ¾ in., ft..... 0 11
600 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in. $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in. $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75, 14 in., $8.25, 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 85
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per dos.... 15 00

MATS.

Wire door mats, standard, 16 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

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to cut down this expense if you co-operate with us and use our WRAPPING PAPER. We manufacture a complete line of all lines of high grade Wrapping Papers. Let us quote you prices—then you will realize what a saving it means to you.

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THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

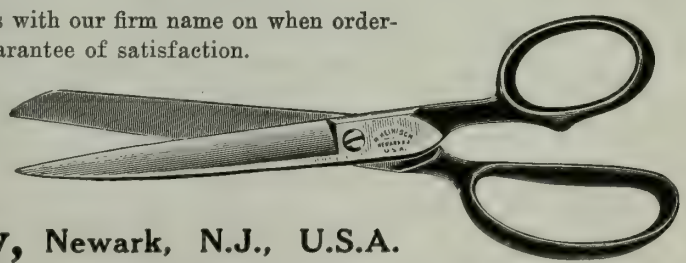
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Exceptional QUALITY the Reason

Always specify for and insist upon having the trimmers with our firm name on when ordering from your jobber. Our firm name is a **positive** guarantee of satisfaction.

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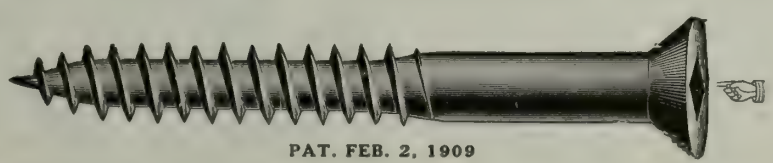
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R. Heinisch's Sons Company, Newark, N.J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.

We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ..... $3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClarys Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Holloware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and "Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.
Boker's	7 50 11 00
Boker's King Cutter	11 30 14 40
Henckel's	7 50 20 00
Gillette Safety, each	3 75
Star Safety Razor, 33 1-3 per cent.	
Edelweiss	16 00

ROPE AND TWINE.

Sisal rope	0 11½
Pure Manila rope	0 16½
"British" Manila	0 12½
African hemp	0 12½
Cotton, 3-16 inch and larger.....	0 27
Russia Deep Sea line, 7-16 and larger, 18c.	
Jute, 7-15 and upwards, 10½c.	
Lath yarn, single	0 10¾
Lath yarn, double	0 11¼
Sisel bed cord, 48 feet, per doz..	0 72
Sisel bed cord, 60 feet, per doz..	0 90
Sisel bed cord, 72 feet, per doz..	1 08
Cotton clothes line, 18 per cent. off.	
Bag, Russia twine, per lb.	0 27
Wrapping cotton, 3-ply twine....	0 26
" " 4-ply twine.....	0 30
Mattress twine, per lb.	0 45
Staging twine, per lb.	0 35

BINDER TWINE.

650 ft., per lb.	0 12½
600 ft., per lb.	0 11
550 ft., per lb.	0 10
500 ft., per lb.	0 09½

5 ton lots, ¼c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ½-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 85
Mrs. Potts, No. 50, nickel-plated, per set	0 90
Mrs. Potts, handles, japanned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs..	2 20
Sectional, ½ lb. each, per 100 lbs..	2 35
Solid, 3 to 30 lbs.	1 63

SASH CORD.

No. 3, per lb.	0 30
Sash Chain, No. 2. bd. ft.....	1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent

Wood	F.H., bright and steel.	85	10	7½ 10
"	R.H., bright	80	10	7½ 10
"	F.H., brass	75	10	7½ 10
"	R.H., brass	70	10	7½ 10
"	F.H., bronze	70	10	5 10
"	R.H., bronze	65	10	5 10
Drive screws		65	10	5 10
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels	60	55 and 2½	45
Draining tools	60	60	
Scoops	50 and 5	45 and 5	
Hollow backs and sand shovels	60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 ..... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 20	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60	7 60
Arkansas	"	....	1 50	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, npholsterers', bulk, 80, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., ea.	0 94
Lufkins, steel, No. 264, 66 ft., ea.	3 50
Chesterman's linen, No. 1822, 66 ft. each	1 10
Chesterman's Metallic, No. 1821...	1 95
Chesterman's Steel, No. 1840, 50 ft..	....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 49, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs....	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.....	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Velox	180 00
Daisy	73 25
Stephenson, net	72 00
Puritan Motor	165 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer...	180 00
Gem	101 25
L. X. L.	121 50
Winner, C. Cor. No. 2 & 3.....	85 00

20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz.....	47 50
Eze, 11 in., per doz.	51 75
Bicycle, 11 inch	59 25
Trojan, 12 inch	100 00
Favorite 511E	61 50
Unexcelled 1041E	75 50
Challenge 311E	64 00
Gem 141	51 75
Sunlight 111	44 50

20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67½ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's per dozen 0 65 1 00
North Bros., No. 30, per doz 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors, 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 80
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z.....	1 20	1 50
Folding ironing boards	16 25	18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each	35 00
Cadillac Vac. Sweeper	5 50
Cadillac Combination Cleaner.....	6 50
Cadillac Electric, Model C.....	15 00
Cadillac Electric, Model D.....	20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.....	6 60
With rim, 18x28, per doz.....	7 20
With rim, 20x30, per doz.....	7 80
Without rim, 18x24, per doz.....	4 00
Without rim, 18x28, per doz.....	4 50
Without rim, 20x30, per doz.....	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

Stephens Ready-mixed Paints



The practical as well as the amateur painter is equally enthusiastic as to the merits of "Stephens."

Be sure you are prepared for the demand. You can't expect to prosper when you don't keep the paint quality that everybody wants.

Write for color cards and agency proposition.

G. F. STEPHENS & COMPANY LIMITED
WINNIPEG and CALGARY

Our mixed paints sold in a paper bag

would cover just as much area and would give perfect satisfaction. We would sell 'em this way too,—if it were practical, but—

The point is:—

It's the paint itself that **really** counts—the paint and the makers who stand back of it. What the container is doesn't matter so long as it is practical. Jamieson's Paints have been giving perfect satisfaction to users for over half a century.

They're a good line to handle, easy to sell and STAY sold.

R. C. Jamieson & Company, Limited

Established 1858

MONTREAL VANCOUVER

Owning and Operating P. D. DODS & CO., Limited

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 11x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1.00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17.50
2 lb. pkgs., per 100 lbs.	15.00
5 lb. pkgs., per 100 lbs.	12.00
25 lb. pkgs., per 100 lbs.	11.00
50 lb. kegs, per 100 lbs.	9.75
200 lb. kegs, per 100 lbs.	9.60
300 lb. kegs, per 100 lbs.	9.50
600 lb. casks, per 100 lbs.	8.00

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
" flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 40
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 13
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per gallon in qt. cns
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brat	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8¼
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Paraffine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	53	59
Linseed Oil, 3 to 5 bbls.	52	58
Linseed Oil, 6 to 9 bbls.	51	57
Linseed Oil, boiled—single bbls.	56	62
3 to 5 bbls.	55	61
6 to 9 bbls.	54	60
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brown japan	1 00
No. 1 brown japan	0 90
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H. Ltd. "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbls.	1 65
No. 1 orange shellac varnish, bbls	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 20
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 70 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.94 Fort William, $2.27 Winnipeg; Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg; American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Prices quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.40; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $36.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 5c per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c., coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

BRIDGEBURG -:- -:- -:- -:- ONTARIO

CHAMPION'S

WARRANTED GENUINE GROUND WHITE LEAD

TRADE MARK REGISTERED IN ALL AUSTRALIAN, NEW ZEALAND, SOUTH AFRICAN, ETC., COLONIES

GUARANTEED FREE FROM ADMIXTURE OF GERMAN OR ANY OTHER FOREIGN DRY WHITE LEAD

ONLY FIRST-CLASS AGENTS ENTERTAINED

LONDON ADDRESS:

CHAMPION, DRUCE & CO.

WHITE LEAD CORRODERS

LAURENCE POUNTNEY HILL, CANNON STREET, LONDON

ESTABLISHED OVER 130 YEARS



RAMSAY'S PAINTS & VARNISHES— SATISFIED CUSTOMERS APLENTY— YOUR PERFECTLY GOOD PROFIT—



That's a pretty good line up, and you can't do any separating —those three always stick together.

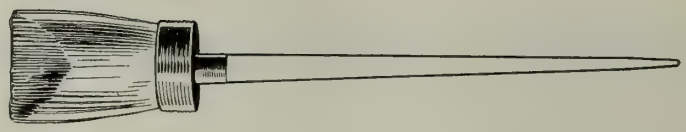
More than 70 years ago Ramsay's started to make **good** paint, they kept it up, and now the Canadian public **know** it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.

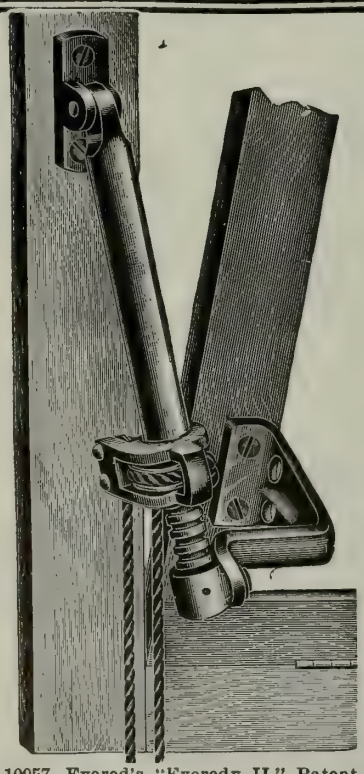


A. Ramsay & Son Company
MONTREAL

Paint Makers Since '42







10057. Evered's "Everedy II." Patent Fanlight Opener. For opening and closing any type of Fanlight, Skylight, Casement, etc., of either hand, without removal of parts, or any alteration, except the turning of riveted joints. No loose parts to get mislaid. Projects 2 in. only when closed. Fixing screws wrapped with each.

E'TD 1809 **EVERED** &Co L'TD

MANUFACTORY: Surrey Works, Smethwick, Birmingham, England

SHOWROOMS: 27-35 Drury Lane, London, W.C.

MANUFACTURERS

OF EVERY DESCRIPTION OF

Builders, Cabinet Makers and Furnishing BRASS FOUNDRY

LIGHTING FIXTURES METALLIC BEDSTEADS

Brazed Brass and Copper Tubes, and Brass Cased Tubes

Agents: R. Hartridge & Co., Ltd., 202 Leeson & Lineham Block, Calgary, Alberta. H. J. Stafford, 591 St. Catherine Street West, Montreal



SWP Quality is "Permanent" Quality

It is our constant aim and pride to maintain and improve the quality of Sherwin-Williams Paint (Prepared) SWP. It is the most important product we manufacture, and every effort of our complete organization is directed to the making and the keeping of SWP the leader in its field. No other prepared paint has found such a large and constantly increasing market. No product of any kind can far outdistance competing lines unless it has superior merit. The most conclusive proof that there is superior quality in SWP is the fact that it is sold the world over, and in volume of sales far outdistances any other paint on the prepared paint market.

In order to maintain and improve this enviable position it is our continual effort to improve and make better SWP where possible, taking advantage of every advance in paint making and chemical knowledge, every improvement in the way of mechanical invention and equipment, and having constantly before us the innumerable tests and experiments of our practical laboratories.

The Agent or Dealer who handles paints, the paint or property owner who uses them, should always have in mind that it is the constant aim of The Sherwin-Williams Co. to maintain and improve, where possible, the high quality of every Sherwin-Williams Paint or Varnish product, irrespective of advance or decline in the cost of raw materials, and so in the cost of the paints themselves.

SHERWIN-WILLIAMS PAINTS & VARNISHES

A FINISH FOR EVERY PURPOSE

THE SHERWIN-WILLIAMS Co. of Canada, Limited: Montreal, Toronto, Winnipeg, Calgary, Vancouver, Halifax, N.S., London, Eng.



ACME

STRAP AND T HINGES AND BUTTS



Every time you buy a piece of ACME Hardware you may be sure of getting equal value for your money. ACME quality is widely known and a stock of ACME Strap and T Hinges will help sell themselves.

Always look for the ACME Diamond trademark.

Write J. E. Beauchamp Co., 133 Coristine Bldg., Montreal, for catalog and prices.

Stock Carried in Montreal—Prompt Delivery Assured.

ACME STEEL GOODS CO. - Chicago, Ill.

J. E. BEAUCHAMP & CO., MONTREAL, CANADIAN REP.

HENCKELS TWINWORKS CUTLERY

Is the quality brand which never disappoints the purchaser







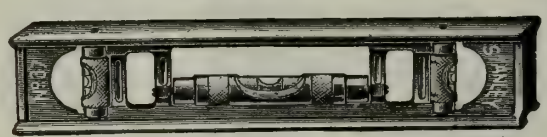
None genuine without this trade mark.

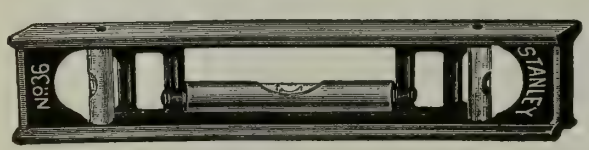
Razors, Scissors, Butcher Knives.
Cutlery of all kinds—The Best.

Sole Agents for Canada

F. W. LAMPLOUGH & CO. **Unity Building** **MONTREAL**







Stanley Tools

SIX REASONS WHY YOU SHOULD STOCK STANLEY METALLIC PLUMBS AND LEVELS

1. Their design is **attractive** and **perfectly proportioned**, which combines the **minimum** of **weight** with the **maximum** of **strength.**
2. The **milling** and other **machine** work is such as to secure **absolute uniformity** in the level stocks, whose top **and** bottom are **perfect straight edges** and parallel.
3. They are **correctly made** and will **remain accurate** under any **ordinary** condition of use.
4. They are **easily adjustable.**
5. They are **reasonable** in **price.**
6. The **demand** for them is **well established.**

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

It's the Quality that sells them.

D. PERES Barrel Brand Cutlery

that makes everybody who buys them your satisfied customers. And the very fine profit that they turn over to you make them very worth-while as an investment.

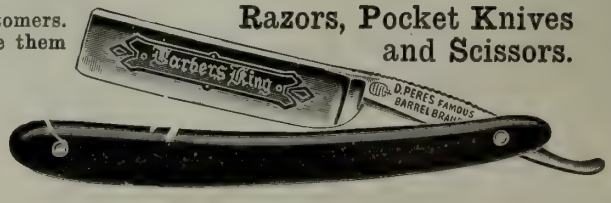
Send for a trial order and get proof positive.

Canadian Agents:

GREEFF-BREDT & CO., TORONTO

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Razors, Pocket Knives and Scissors.



"High Standard Sam"-Says -



"Those who can, do---those who can't, talk cant."

It so happens that Lowe Brothers can—so they can the best paint you ever tested and co-operate with their exclusive agent in each town in such a way that sales and profits increase satisfactorily every year. Write us for the details of our agency proposition if you are tired of the ordinary "paint cant."

Lowe Brothers Limited
Toronto

LYON-MONKHOUSE, Limited
Winnipeg, Man.

JOHNSON PAINT & VARNISH CO., Limited
Vancouver, B.C.

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HOW TO SAVE MONEY IN VARNISHING

Explain to your customers that fine Varnish covers more surface than low-grade quality, which means less gallons for the job—time is saved in the putting on—a saving in labor—and the durability of Dougall's Varnish saves revarnishing, thus the upkeep is less.

The Dougall Varnish Company, Limited
MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

VARNISH

ADS AND SALES

A Study of Advertising and Selling from the standpoint of the New Principles of Scientific Management.

By Herbert N. Casson.

An Invaluable Book for the Manufacturers, Sales Managers, Salesmen, Etc.

This is the first book which has attempted to apply the principles of Scientific Management to the Problems of Sales and Advertising.

Cloth-bound, Limited Edition, 167 pages.

Sent Postpaid on Receipt of $2 to any Address.

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BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize

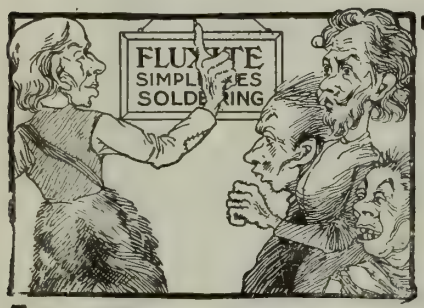
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics will have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

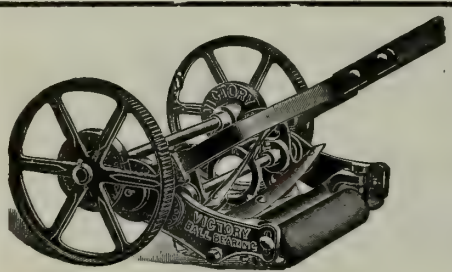
and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

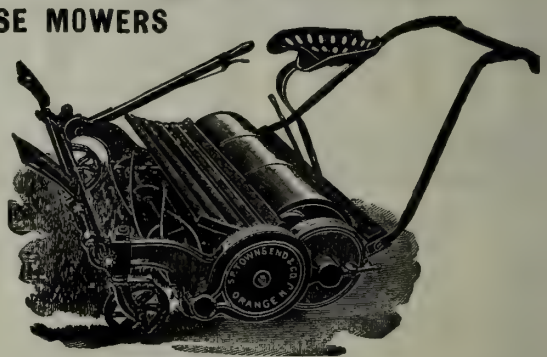


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man

Those Who Know
Cane's Washboards
Always Specify Them

Because They are Right in Price and Give the Best Service

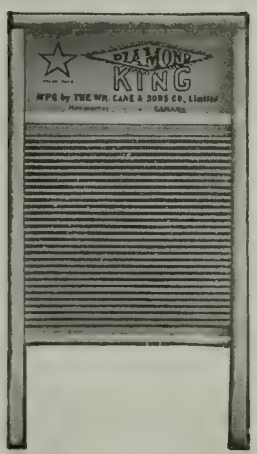
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and pay an attractive profit.

Among the 13 different styles and grades you will have one to meet every demand.

If you haven't our catalog on "Cane's" Wash-day woodenware, we will be pleased to send you one.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





Old Standard Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACKS

Are Recognized Everywhere AS THE BEST

When we originated Germantown Lamp Black at our factory at Germantown, Philadelphia, we little realized that it would become the STANDARD of the trade and in order to market their blacks every other manufacturer would have to use that name or make something better. Special Blacks for Paint, Varnish, Rubber Oilcloth, Paper, Fertilizer, etc.
Look for the red seal on every package.
Why buy the "Near Brand" when the best is procurable?

ASK YOUR DEALER.

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A
ESTABLISHED 1849

Trade Mark



Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

SCHRAMBERGER UHRFEDERNFABRIK,
G.m.b.H.
Manufacturers of Safety Blades
SCHRAMBERG WURTEMBERG GERMANY

A Practical XMAS Gift
Is a Good TOOL BAG

Dealers should stock up at once.

Inspectors' Russet Leather Bag
Made of good strong leather with extension ends and shoulder strap. Has saw receptacle. Sizes 16, 20 and 24 inches in length.

Inspectors' Black Leather Bag
Made of black harness leather. Strong and substantial. 15 and 20 inches long; height 12 inches.

Linemen's Heavy Canvas Bag
Has harness leather bottom studded with clincher studs that go through and clinch on the inside. Strong steel frame with heavy canvas sides. Length, 20. 16 and 12 inches.

Get our dealers' proposition on the subject of interest to you. Write also for 96-page illustrated catalog.



Mathias Klein & Sons
Canal Sta. 4
CHICAGO

Why The Advertiser Succeeds.

¶ Why is it that during the last few months, when money was admittedly tight, the manufacturers who advertised the most felt the pinch the least?

¶ And how is it that now, when the circulation of money is less restricted, the manufacturers who felt the pinch the most will be the last to experience relaxation and relief?

¶ The same wisdom and foresight which prompts a manufacturer to advertise will naturally guide him in forming his whole selling and general business policy, and, like a good general, he is prepared for every contingency and emergency.

¶ The fact that the successful business men is an advertiser is usually incidental. He is an advertiser because he is wise and possessed of good sound business sense and an analytical mind. At some time or other he came to the conclusion that advertising could be made one of the mightiest factors of his business organization, and having arrived at this conclusion, he just naturally went to it and advertised.

¶ He had faith in his product, and his own faith manifested in a public way, inspired confidence in the minds of his prospective customers. His name and his manufactured product became synonymous with good service and satisying quality. The public became acquainted with the merits of his line and familiar with its outstanding features.

¶ Consequently, when conditions were normal, he secured a liberal share of business and received first consideration when purchases were made.

¶ When money tightened and business was curtailed, he continued to get the lion's share of what was going. When purchases were carefully considered the advertised line received first attention and usually secured the order.

¶ And now that the financial tide is coming back, the advertiser is getting the biggest slice of the business melon, simply because during those cloudy days of curtailment, his advertising message had been studied and absorbed at a time when the public mind was most receptive.

¶ It pays to advertise if your line is good, and it pays to buy advertised lines, because they are invariably satisfactory. The general public have long been educated to believe that advertised goods are best. Can't you see that you are laboring, not only under a handicap, but under a cloud, if your product is not advertised? Publicity dispels the cloud of suspicion and removes the handicap.

¶ You'd better hop on to the band wagon right away. Hopping on now, when the prospects for big business are so bright, will be not only timely, but extremely profitable.

Give Your Friends This Handsome Xmas Gift

It gives pleasure the whole year round and is a constant source of delight, instruction and interest.

All the anxiety and trouble of searching for a valuable and appropriate gift for our friends is simply overcome by giving them a year's subscription of MacLean's Magazine—*Canada's National Monthly Magazine for the business, professional man and his family.*

This makes a gift that is not soon forgotten like an ordinary gift is apt to be—The coming of this distinctive Canadian Magazine each month will recall your graciousness throughout the whole year.

Send in the name or names of your friends with $2.00 for a year's subscription and we will forward them the January issue—the first of the strong one's that will follow each month—The January copies will be ready for mailing on the 15th of December, and will reach your friends amid the Yule-tide Festivities.

The excellent nature of the subjects contained each month will be noted from these features which appear in January:—

CHARMING CHARACTER SKETCHES.
Each Issue portrays one or more snappy articles on Men of to-day.

MEN AROUND THE KAISER.
F. W. Wile's German sketches continue in Each Issue.

MONEY AND AFFAIRS.
Jno. Appleton, Associate-Editor, Financial Post analyses each month the financial outlook.

BEST BOOK OF THE MONTH.
Findlay I. Weaver, Editor Bookseller and Stationer, gives a racy account of successful books and authors.

THE UNUSUAL IN CANADA.
Always Some Interesting Articles on Other Topics.

SHORT STORIES AND SERIALS.
From 4 to 6 Best Short Stories and a laughable serial in each issue.

REVIEW OF REVIEWS.
Herein the Busy Reader can have the Best from Current Magazines condensed for him. This Feature excels in Interest.

Altogether don't you think that this is the Biggest Gift that you can give your friend. Try it.

Send the names of your friends in to-day to catch the early Christmas mail.

The MacLean Publishing Co., Ltd.
143 University Avenue, Toronto, Ont.

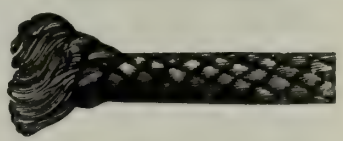
Metallic Nickel
SHOT, BLOCKS, INGOTS
ALSO
ELECTROLYTIC NICKEL
(99.80% PURE)

Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
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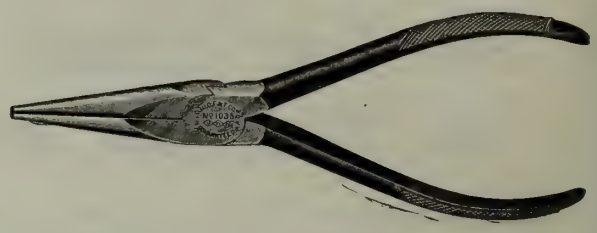


THE BEST MADE
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
All Wholesale Dealers Sell Them

Let The Utica Plier Make Money For You

Every Utica Plier you sell will talk stronger than any other article for you, because the UTICA QUALITY, UTICA FINISH are such that your customer will have confidence in you.

Get Plier wise and handle THE QUALITY LINE, for it's a live one. There are years of experience as plier specialists back of our guarantee, and our guarantee is back of every plier we manufacture.

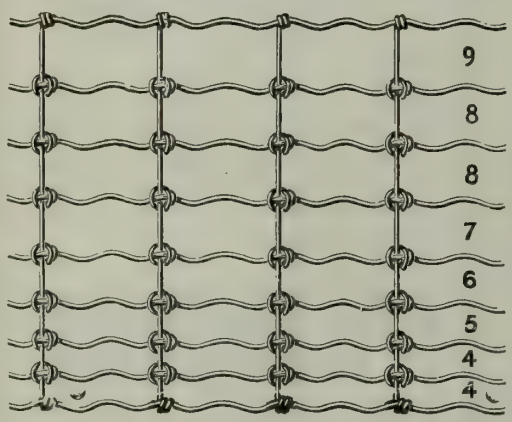


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TRADE U TI CA REG. U. S. MARK PAT. OFFICE

We find it does.

UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A.



To Meet The Requirements of Those Who Want a Cheap Bush or Portable Fence You Should Stock

MONARCH FENCES

They are made suitable for any purpose, even close enough for hogs. Fifteen sizes in all.

Every wire is No. 9 hard steel and well galvanized.

The **"Monarch"** has the **best ring lock in Canada,** and **cannot slip or come loose.**

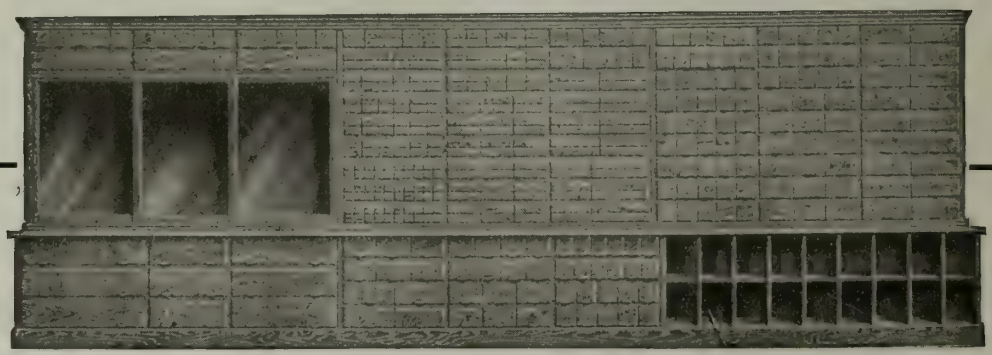
Do not lose a sale by being unable to supply a fence like this—send us a trial order NOW.

Write for catalog and prices.

MON ARCH

OWEN SOUND WIRE FENCE CO., LIMITED

Owen Sound, Ontario



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving, and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

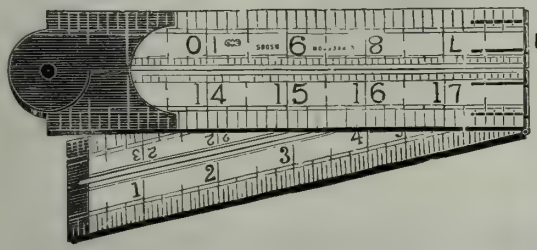
Manufacturers of

COLD ROLLED STRIP STEEL

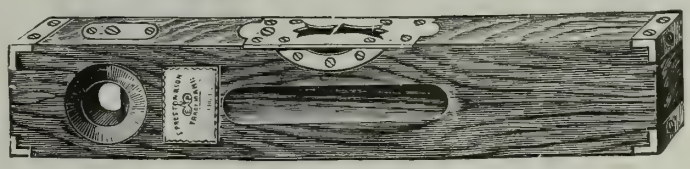
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002″ to .250.

EDWARD PRESTON & SONS Ltd., Whittall Rule Works, BIRMINGHAM, ENGLAND.

MANUFACTURERS OF RULES, LEVELS, PLANES, AND IMPROVED CARPENTERS' TOOLS.



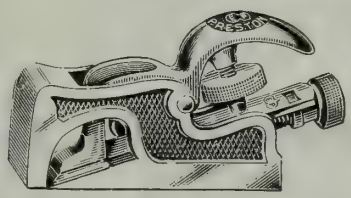
ESTAB SHED 1825,

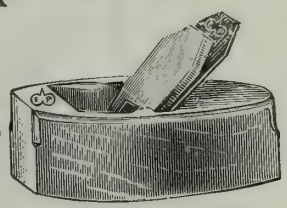


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E P

REGISTERED





Manufacturers of the Improved Sash, Rabbeting, Quirk, and Bead Routers, Patent Chamfer Shaves and Moulding Tools, Iron Planes, Plumb Tools, Trammel Heads, etc.

Patent Adjustable Bull-Nose Rabbet Plane.

ILLUSTRATED CATALOGUE can be obtained through our representatives.

G. S. PELTON & SON, 203 St. Nicholas, Building, MONTREAL



THE LACHUTE SHUTTLE CO. LIMITED

LACHUTE HANDLE

LACHUTE MILLS, P.Q.



ALL KINDS OF

HANDLES

Lumbering Tools

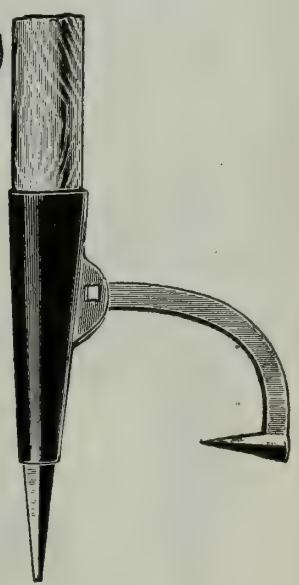
Best Selected Material.

UNEQUALLED FINISH.

REPRESENTATIVES:

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C. D. Ten Eyck, 145 Victoria St., Toronto.
W. Reynolds & Co., Confederation Bldg., Winnipeg.
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Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES

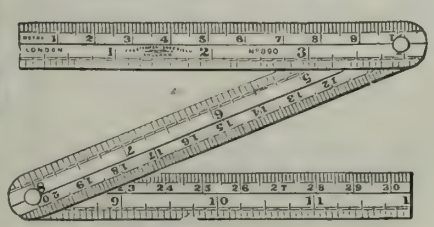
Linen and Steel

TRADE J C MARKS

CONSTANTIA J C

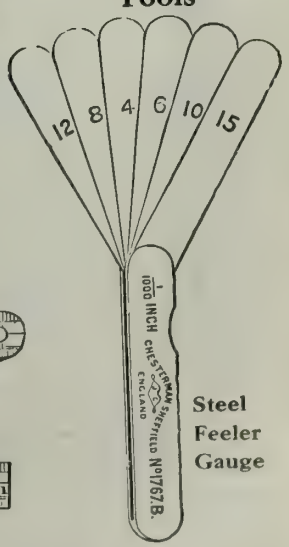
TRE BLE





Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 404 Coristine Bldg., Montreal



A Chuck Is Like A Postage Stamp

the chief merits of which, as Josh Billings says, "Konsists of its ability to stick to one thing till it gets thare."

STAR CHUCKS

are remarkable for tenacity of purpose. They hold on like grim death, yet center accurately and don't chew up or mark the shanks of the drills.

It is this combination of dependability and accuracy that makes them practically invaluable. They are simple, well made and have been thoroughly tested in actual service. Made in 3 sizes: No. 5, for shanks 0 to ¼ in.; No. 6, for shanks 0 to ⅜ in.; No. 7, for shanks 0 to ½ in. Prices very moderate. Write for details and complete catalog.

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28 Warren St.
NEW YORK



SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

TORONTO MONTREAL WINNIPEG



Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

Millbury, Mass., U.S.A.

Tools for Manual Training Schools

It is not necessary for us to talk of quality, for every tool dealer knows that Sheffield made chisels, gauges, turning tools, carving tools are unequalled for length of wear, sharpness of cutting edge and for excellence of finish.

Robt. Sorby & Sons, Ltd. Make



and Geo.H.Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

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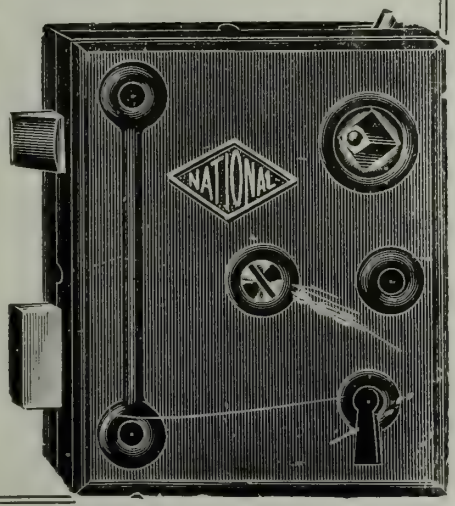


National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particlars.

NATIONAL HARDWARE CO., Limited

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BUTLER'S FAMOUS SHEFFIELD CUTLERY & PLATE



TRADE MARKS GRANTED

A.D. 1681 Highest Awards — "BUTLER" A.D. 1768 — ART A.D. 1861 Special Mention

George Butler & Co. Ltd. SHEFFIELD, ENGLAND and 62 HOLBORN VIADUCT, LONDON, E.C.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The **Thermo Washer** is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

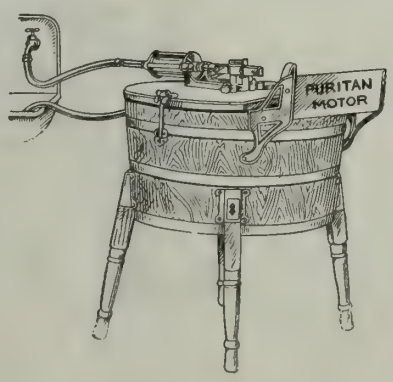
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The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

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MAXWELL

"Puritan" Motor Washer!



A PERFECT and complete self - washer which runs by water power from the ordinary pressure obtained from the faucet. Requires no attention and does the work in a fraction of time required by any other method. Simple and easy to operate. No delicate parts to break or get out of order.

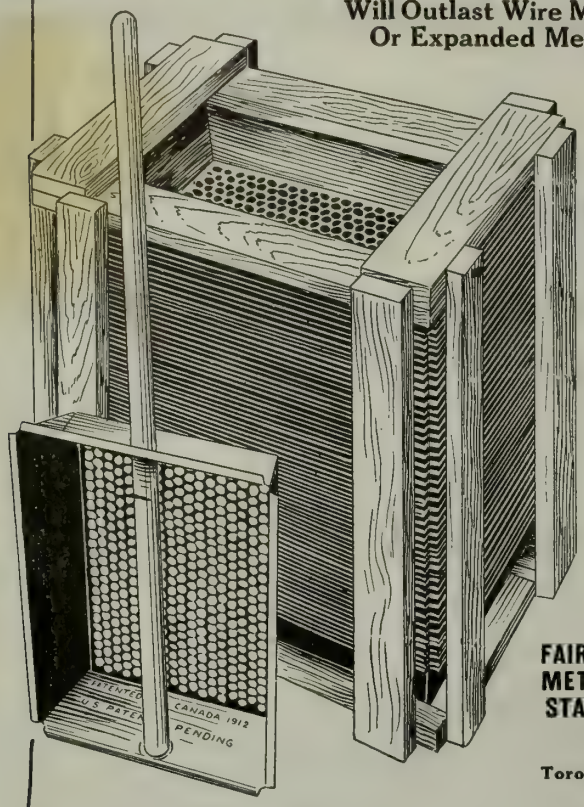
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Motor is of the reciprocating type—the most reliable and satisfactory of all styles of water motors. Valves built to resist action of grit or sand. Write to-day for Catalogue.

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Fairgrieve's Lightning Ash Sifter

Will Outlast Wire Mesh Or Expanded Metal



All Metal.

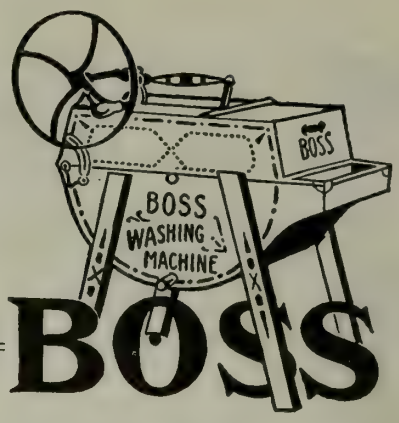
One Piece.

See your Jobber.

Good Profit.

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Toronto, Ont.



BOSS

No. 23

The "Boss" is pre-eminently the washer for the home. Its moderate price and efficiency as a washer, make it a very desirable aquisition from the housewife's viewpoint. And where you might sell **one** more expensive machine, you'll sell **ten** "Boss" washers, so it will pay you to keep the "Boss" always in stock.

Besides we allow you a very handsome margin of profit.

Our line of woodenware is complete. **Write us for catalog.**

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Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold—gives the dealer no trouble.

They are metal — hand fitted valves — air-tight — strong — lasting.

The big catalogue tells you exactly what the line is—get it for the asking.



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The

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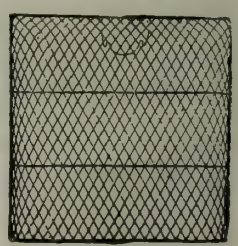
We are headquarters for

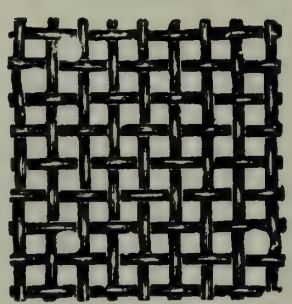
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You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.

Send for illustrated price list







Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
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Have you a copy of our general catalogue on file?

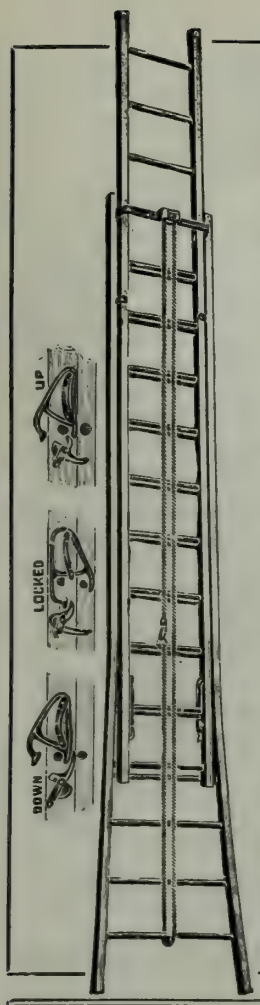
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Canada Wire & Iron Goods Co.

HAMILTON



This Rope Extension Ladder

in your store, is a guarantee of steady business.

See to it that your customers have its advantages brought to their notice. Push it all the time—there's no steadier profit-maker in the hardware trade.

Its quality, that we're so careful to put in, makes all the time for satisfied customers; the price we sell it at means satisfactory profits.

Made of high-grade yellow pine, with rounds of rock elm, secured so as to obviate all springing and strain, the "Stratford" may be had in lengths from 20 to 60 ft.

Send at once for particulars.

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STRATFORD, - ONTARIO

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when carefully selected from a good line are most attractive goods for

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There is no better quality made anywhere than we are now producing in Canada; and it is no longer necessary to go to the United States for good Bathroom Fixtures.

Ours Have the Charm

of perfect finish and correct design. It is worth noting that the plating is

GUARANTEED FOR FIVE YEARS

Write to-day for our 40-page catalogue to

Kinzinger, Bruce & Co., Ltd.
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STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial prof

J. H. STILL MFG. CO., Ltd.
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SOMETHING TO SELL THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

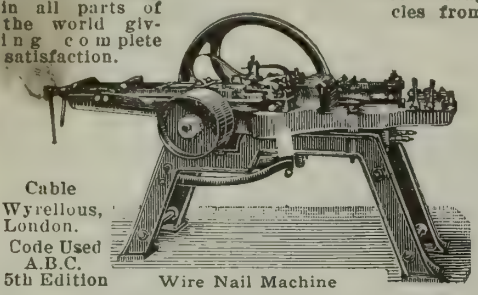
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ED. BRAND Machinery for

Specialist in the Wire Trade for 15 years
96, Victoria Street, Westminster S.W. London, Eng.
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Plants working in all parts of the world giving complete satisfaction.

Wire Drawing — Wire Netting
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AUTOMATIC MACHINES
For making all kinds of articles from wire, such as:
Barb Wire, Bolts, Coach Screws, Cotter Pins, Cut Nails and Tacks, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rivets, Screws, Staples, Wire Nails, Etc., Etc.



Wire Nail Machine

Cable Wyrellous, London.
Code Used A.B.C. 5th Edition



Canada's National Metal Polish

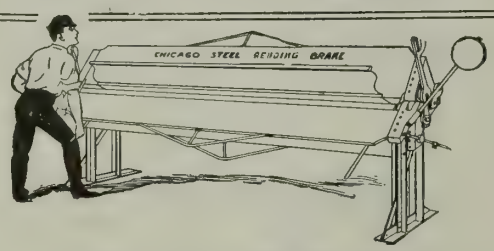
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BON TON Cream

Polishes in HALF the time
Requires NO SHAKING—no Sediment
PRICES LOWER—saving the duty on imported polishes.

Already proved by large users—Provided now for all users—A provable good article will MULTIPLY Sales.

Appreciation everywhere, your wholesale has it.



CHICAGO STEEL BENDING BRAKES

(Made in 200 sizes)

If you are in the market for a Bending Brake apply to us for catalogue and price list.
There is no use trying to get along with antiquated tools.
To be successful you must be up-to-date.
The Steel Brakes do the largest variety of work with accurate results.

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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Babbitt your journals with

ARCTIC METAL

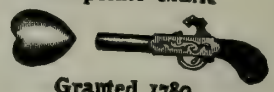
The wearing qualities will prove to you that Tallman's reputation is in the goods.

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Granted 1780.

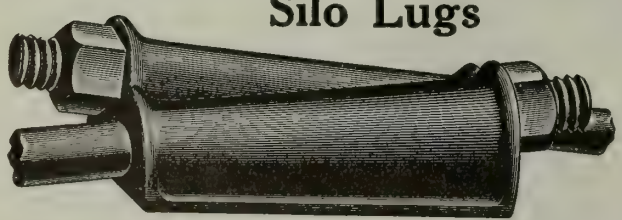
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PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

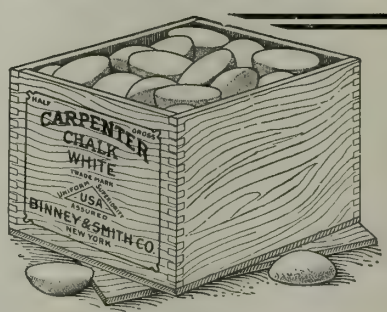
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Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅝ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

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CRAYONS

FOR EVERY USE

Mill Crayon,
School Chalk,
Lumber Crayon,
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WRITE FOR OUR PRICES WHICH WILL MEET ANY COMPETITION

BINNEY & SMITH CO.

81-83 Fulton Street — NEW YORK

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS



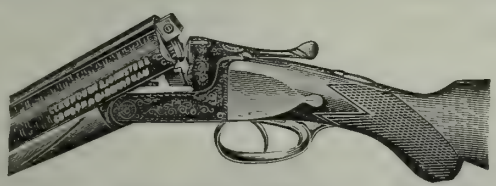
The Bear Brand is the only Germantown Lampblac

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



CLABROUGH GUNS

ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

STACEY CUTLERY CO., Ltd.

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List on application, or representative will call

BOLTS

Our large stock of **Carriage and Machine Bolts and Coach Screws, Rivets, Nuts and Washers,** assures quickly filled orders and prompt shipment. **Our quality and price please everybody.**

LONDON BOLT & HINGE WORKS

LONDON, CANADA

Natural Gas Goods

of every description

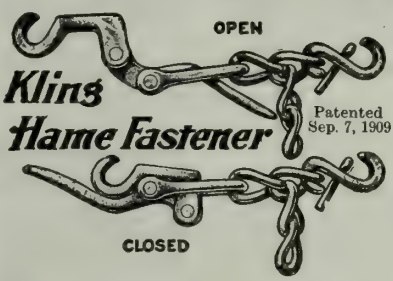
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T. F. BERMINGHAM'S

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HAMILTON, ONT.

No Getting Away From It!

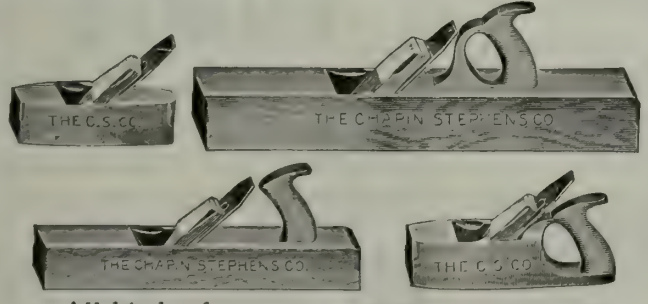


The Kling Hame Fastener holds customers as well as horses. Anyone can attach it in a minute. Keeps the collar uniformly tight at all times. No matter how he lunges, the horse can't open it or break it. We refund the money for any that may be returned to our dealers. Costs you $2.25 a dozen from any jobber.

Look for "Kling" on the lever. Circular on request.

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Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross & Co., 50 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.



All kinds of **WOOD Planes**

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S A.

Smith Hardware Co., Ltd., Agents, Montreal, Canada.

The name YALE helps make the sale.

Canadian Yale & Towne Limited

Makers of YALE products. Locks. Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.

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Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

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HAMILTON STAMP & STENCIL WORKS, LTD.,
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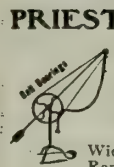
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P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

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White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
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Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
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THAT'S SUFFICIENT
SEND FOR CATALOG TO
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The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

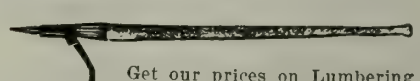
TRADE C.J. MARK
CHRISTOPHER JOHNSON & CO.
SHEFFIELD, - ENGLAND
Manufacturers of
Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.



HARDWAREMEN
You should stock a sample of
JAMES BROS. FEED BOILERS
Made in all sizes by
James Bros., Perth, Ont.
Send for a catalogue.



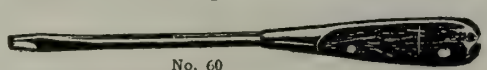
Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - General Ironworkers
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All Kinds
Hay Unloading Tools.
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The word "MYERS" assures QUALITY. Better write to us.
F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses



HOOKS Every style and size.
We make hooks as our principal output. Before buying send for our prices. Every hook has the patented metal clasp which makes it indestructible. Samples on request.
ATLAS MANUFACTURING COMPANY
121 Water St., New Haven Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



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SOUTHINGTON MFG. CO., Southington, Conn.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 16-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
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Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



Our CELEBRATED HOLLOW CABLE CLOTHES LINE WIRE

Smoothest and most pliable made

Wire Nails, Coiled Spring, Barb and Plain Fence Wire, Oiled and Annealed Wire Staples, Fence Hooks, etc.

The Western Wire & Nail Co., Limited, London, Ont.



The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

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Most of the Exhibits will be on view for one week only.

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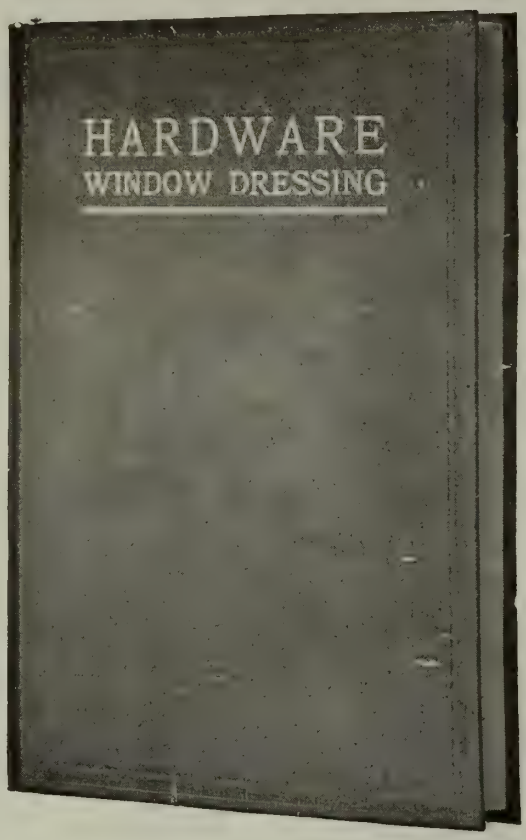
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Works: Brampton. Head Office: Toronto. Branches: Vancouver, Winnipeg, Hamilton, Montreal.



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense — any one of them will bring enough extra trade to the store to pay for the book many times.

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KNIFE POLISH

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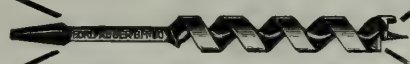
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Price each—$5.20 Net.

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All leading jobbers will supply at factory price, or we will ship direct if cash accompanies the order. Send for catalog—it's free.

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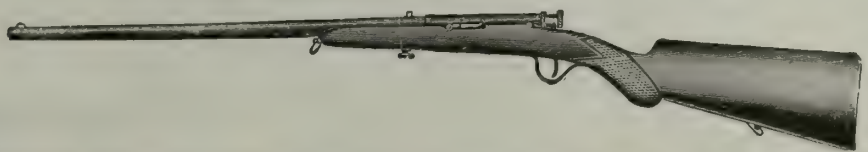
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Black enamel wood handle.
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It is the only rifle having automatic features suitable for Cartridge 22, short and long. Strong shooting, high-class workmanship, handsome alignment, simplicity of mechanism, parts interchangeable, are main features of the "Bayard" Rifle. Will penetrate three inches of pine, weighs about 4 lbs. Can be taken apart readily for cleaning, the only tool needed is a screw driver.

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FOR SALE—TIN SHOP AND PLUMBING tools for sale. All in first-class order. Box 62, Hardware & Metal, Toronto. (51)

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Hardware Traveller

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must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

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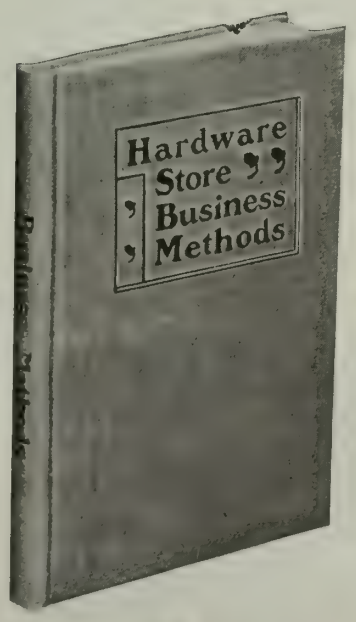
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The authors of the articles in this book are for the most part practical and progressive hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. The 40 subjects discussed include:—Rules and Regulations for the Hardware Store; Hardware Buyer; Good Methods in Stock Taking; Prices and Catalogues; Collecting Accounts; The Merchant and His Employees; Changing Business Conditions and How to Meet Them; Profit Figuring System; Starting in Business; Changing a Credit into a Cash Business, etc. 220 pages. Price, post paid $1.10



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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.

Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries

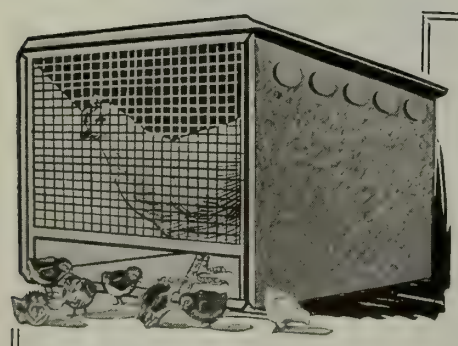
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:

WITTING BROS., LIMITED

Montreal, - P. Q.



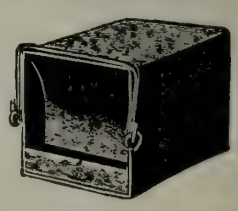
Keep a sample of the TRI-ANGLE CHICKEN COOP in your store and demonstrate it when business is slow

You Can Line Up Many Orders For Spring Delivery.

Tri-Angle Coops are all metal, and rat or weasel-proof—this and the sanitary conditions mean that the Chicken loss will be cut 80%.

They are convenient to handle and easy to keep clean, and the price compares favorably with any other coop on the market. Send $2.50 to Henderson & Richardson for sample.

The Tri-Angle Automatic Poultry Fountain is something new. Simple and durable. Cannot burst from freezing. Contents kept clean. May be warmed without danger of breaking. Chicks cannot drown.



Canadian Distributors: HENDERSON & RICHARDSON, Montreal

Manufactured by The TRI-ANGLE MFG. CO., Freeport, Illinois

Immediate Shipments Guaranteed

of

STANLEY

No. 241 Butts

No. 792 Shelf Brackets

No. Sc. 935 or 937 Corrugated Strap and "T" Hinges.

WRITE, TELEGRAPH OR TELEPHONE TO

A. Macfarlane & Co.

Canadian Representative of

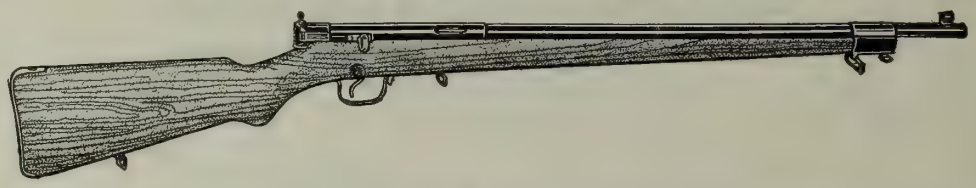
THE STANLEY WORKS

NEW BRITAIN, CONN.

NEW YORK - - CHICAGO

DON'T WAIT TILL THE LAST ROSS RIFLE IS SOLD

before you re-order. Our models are proving so successful that our factory is hard pushed to keep up with its orders. You avoid possible disappointment to customers by letting us know at once of your requirements.



Have you seen the New Ross Rifle Cadet Rifle? It is the best .22 Rifle on the market, retails at $12.00, and has been adopted by the Canadian Government for use of Cadet Corps.

One in your window should attract attention, and trade. Write us for discounts, window cards, etc.

ROSS RIFLE CO. - - Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits.** The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how "We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**

Babbitt Metal,

Bar Solder, Wire Solder, Lead Pipe, Bar Lead, Traps, Bends, Lead, Copper, Tin and Antimony.

The Quality means maximum efficiency, quick turnover and a Larger Business.

Hoyt Metal Co., Toronto, Ont.

New York, N.Y., London, Eng., St. Louis, Mo.





THE "HANDY ANDY" FORCE CUP

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tubs, etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITED

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

TORONTO MONTREAL WINNIPEG CALGARY VANCOUVER

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

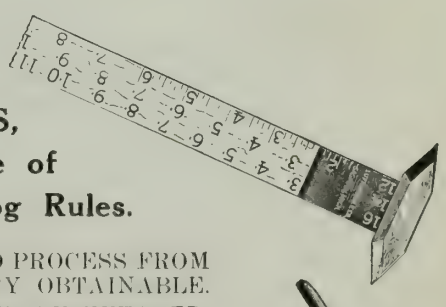
In Addition to its line of

MEASURING TAPES
STEEL AND WOOD RULES,

Manufactures a Complete Line of

Hickory Board Rules. Hickory Log Rules.









THESE RULES ARE MADE BY THE MOST IMPROVED PROCESS FROM THE BEST GRADE OF SECOND GROWTH HICKORY OBTAINABLE. THEIR BURNED FIGURES AND LINES WILL NEVER BE EFFACED.

COMPLETE STOCK ALWAYS ON HAND.

DIAMOND AND SQUARE HEAD BOARD RULES

LOG RULES IN ALL THE POPULAR PATTERNS AND IN ALL SCALES COMMONLY IN USE.

THESE BOARD AND LOG RULES ARE CANADIAN-MADE AND PUT OUT UNDER

THE LUFKIN BRAND

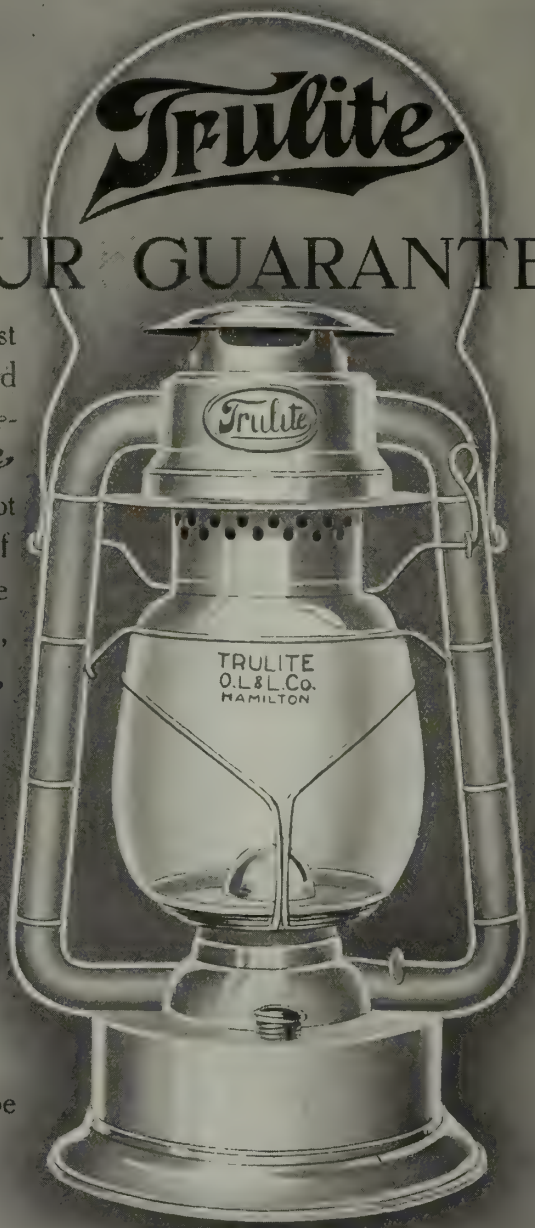
That Means
Entire Satisfaction Guaranteed.

Trulite

OUR GUARANTEE

Every Trulite Cold Blast Lantern is fully guaranteed without reservation or restriction. Should a Trulite lantern, for any reason, not meet with the approval of the purchaser, it may be returned at our expense, stating where purchased, and we will replace same free of charge.

Our Sales Agents—the best Hardware jobbers in their respective communities—order Trulite lanterns from us so frequently that no matter where purchased, every Trulite lantern should be as new, bright and clean looking as if sold direct from our factory. In spite of every precaution, conditions or circumstances—beyond the control of ourselves or our Sales Agents—may be responsible for the sale of a Trulite lantern in an unsatisfactory condition. When this does happen, we earnestly urge that the purchaser take advantage of the Trulite guarantee, as printed on the tag attached to each lantern. The reputation of the Trulite is too valuable an asset for us to risk a misunderstanding regarding the quality of our product, with even a single customer.



ONTARIO LANTERN and LAMP CO., Limited

J. W. MONCUR, GENERAL SALES MANAGER

HAMILTON, CANADA

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXV. Publication Office: Toronto, Canada No. 51

December 20, 1913

Our New

Illustrated Hardware Catalogue

is at your service

Every Article Illustrated

More than 8000 Illustrations

SHELF AND HEAVY HARDWARE

CUTLERY GUNS FISHING TACKLE SPORTING GOODS

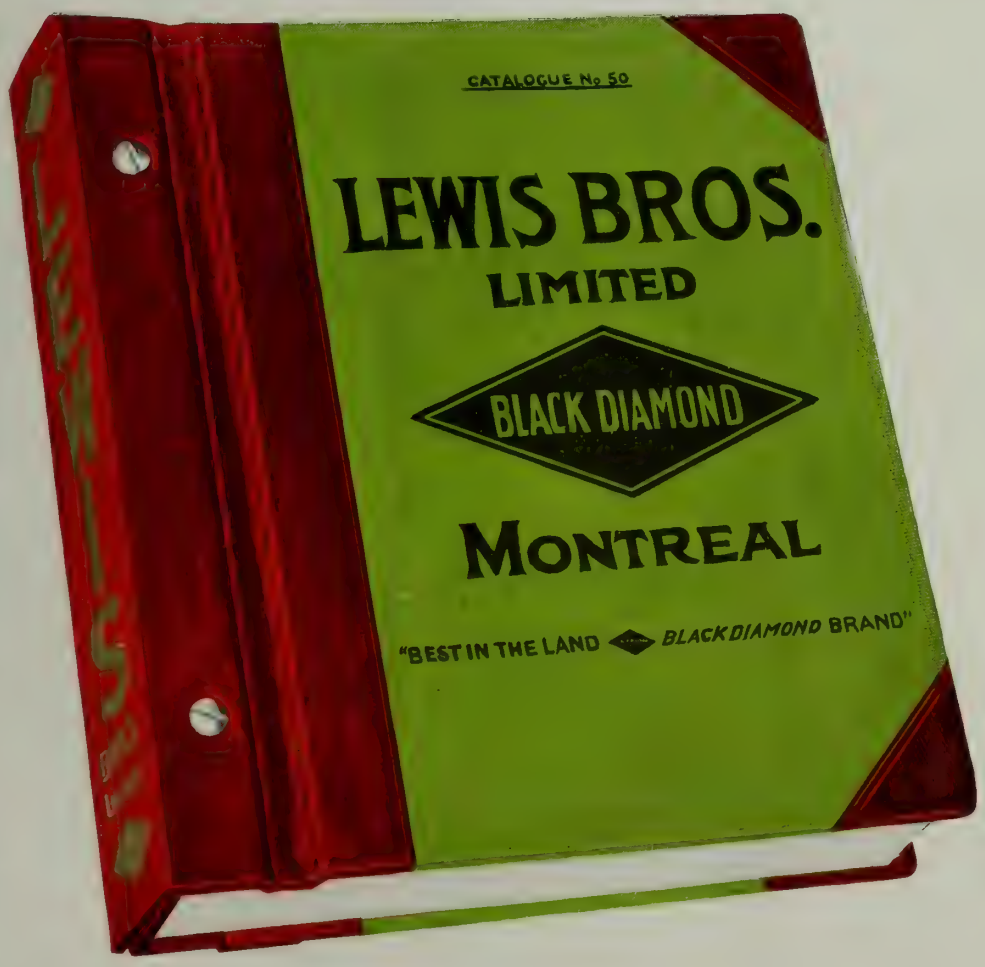
Blacksmiths' Supplies

Miners' Supplies

Lumbermen's Supplies

Contractors' Supplies

Agricultural Tools



Mechanics' Tools

Builders' Hardware

House Furnishing Goods

Prepared Roofing

Paints and Glass

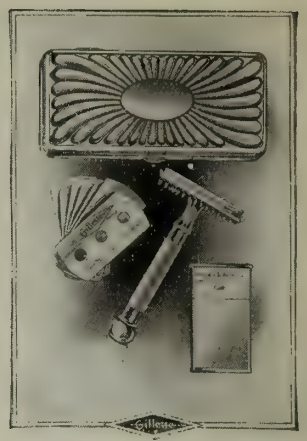
Lawn and Camp Furniture | Lawn Mowers | Sewing Machines | Clocks Watches | Handles All Kinds | Scales Refrigerators | Rope, Twine Chains

See Page 3 of This Magazine and Read What we Have To say about the Catalogue

"BEST IN THE LAND *BLACK DIAMOND* BRAND"



No. 502 Pocket Edition
Basket Pattern—Sells at $5.00



No. 502 Pocket Edition.
Shell Pattern—Sells at $5.00.

TO the Christmas Shopper who is puzzled—who doesn't know what in the world to get for husband, brother, father or friend, suggest that most practical and acceptable Christmas Box, the

GILLETTE
Safety Razor

Show its attractiveness—point out its exclusive features—tell of its every-day usefulness—picture the comfort of its perfect shave.

The worried shopper will be grateful for the suggestion—the recipient on Christmas morning will be more than pleased with the razor—and the immediate profit and the resulting blade sales and good-will should prove more than satisfactory to you.



No. 460—Standard Set.
Leather Case Sells at $5.00.



No. 460B—Standard Set.
Metal Case—"Indestructible."
Sells at $5.00.



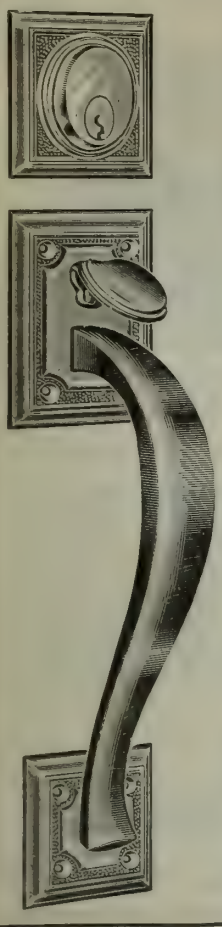
No. 00—Combination Set.
Leather Case—Sells at $7.50.



No. 461—Combination Set.
Leather Case—Sells at $6.50.

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory:
The New Gillette Building, Montreal



Sectional Cylinder Set

Cast Brass and Bronze

Very popular for residences. Inside sets and trims made to match all designs.

Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE, ONT.

We Manufacture

HIGH CLASS METAL

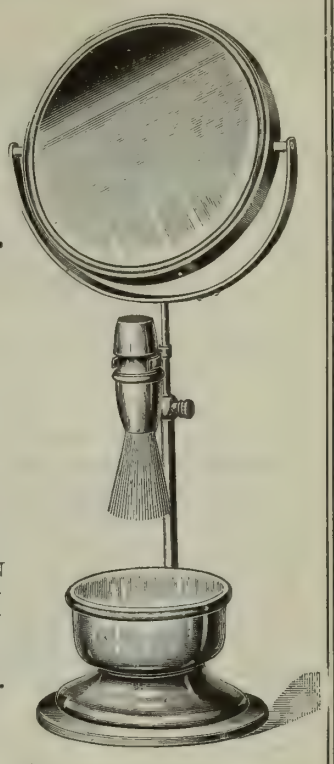
SHAVING SETS.
BOWLS, MIRRORS, ETC.

TOILET ARTICLES OF EVERY DESCRIPTION.

ALSO AN EXTENSIVE RANGE OF TEA POTS, COFFEE POTS, SUGAR BASINS, ETC.

PROGRESSIVE CANADIAN DEALERS CAN PROFITABLY HANDLE OUR PRODUCTS.

Canadian Agents: Messrs. Rau, Voss & Co., 160 Bay Street, Toronto.



HONER & GRIMM

SPAICHINGEN, - GERMANY



This tool will drive a 5/8 in. hole into white pine or 3/8 in. into any grade of wood easier and quicker than a bit brace, and it gets into tight corners where you can't use a brace. One thrust of the plunger means three revolutions of the bit.

It will take any tool you can put into a brace. Great for driving large screws, tapping small nuts, or running them up on bolts. Takes very little room in the carpenter's tool box.

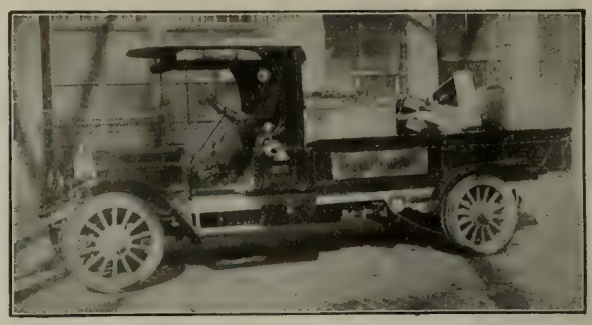
Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you upon request. Shall we send you a supply of "Yankee" Tool Circulars with your name and address? Command us. Your Jobber sells the "Yankee."

Every mechanic will be quick to recognize the value of this "YANKEE" No. 75

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

What Motor Trucks Can Do For The Hardware Dealer



Mack Truck used by The James Walker Hdw. Co. Hardware Dealers, Montreal.

The motor truck will enable you to deliver goods over a much larger area than is possible with horse and wagon. Expanding your area expands your business.

A large number of your orders are received over the telephone. With the motor truck these orders can be given prompt attention and sent out C.O.D. Your customers will appreciate this ready service.

The motor truck will enable you to send to the wholesale house for goods that are wanted in a hurry and which are needed before the wholesaler can make delivery.

The motor truck will not require your attention on Sundays or holidays.

We are sales agents for the leading gasoline motor truck of the world—MACK.

Let us make a study of your business and recommend the kind of truck you should have, type of body, capacity, etc. If, after an investigation, we find it would not be profitable for you to operate a truck, we will not attempt to sell you one. Give us a chance to tell you about the Mack.

Ask us for Facts and Figures.

The Canadian Fairbanks-Morse Co., Limited

St. John Quebec Montreal Ottawa Toronto Winnipeg Saskatoon Calgary Vancouver

With Best Wishes

for

A Merry Christmas

and

A Happy and Prosperous New Year

THE SHEET METAL PRODUCTS CO.

OF CANADA LIMITED

SUCCESSORS TO

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

The Season's Greeting

See Front Cover of this issue

to the Hardware trade

See Front Cover of this Issue

Always having in mind the best interests of our customers and the trade, we have tried to insure your future prosperity and peace of mind by contributing the very handsome catalogue illustrated on the front cover of this paper.

To assist in a fuller appreciation of our efforts to serve your interests, both as a buyer and seller of Hardware, we mention below some of the ideas we tried to embody in this book.

WHAT WE HAVE ATTEMPTED

With the ever increasing variety of styles and kinds of goods carried by the jobber and retail merchant, it has become impossible for any man to keep thoroughly posted on all the lines, consequently to be of any material service to the merchant, the present-day catalogue must, not only properly illustrate but must give complete and detailed descriptions of **every item.**

Besides this, merchants are awakening to the importance of making use of the jobbers' catalogues **in selling** *goods not carried in stock* Therefore in compiling this book it has been our purpose to give more complete **SELLING DESCRIPTIONS** than have ever before been given in any hardware jobber's catalogue, and to suitably and **correctly illustrate** every article in the book. This has been a slow and laborious process and has taken a great length of time, infinite patience and a large sum of money, but as a result, we believe we are placing in the hands of Canadian hardware merchants the most useful catalogue that has been issued up to this time.

In compiling this book we came to the conclusion that there were two requirements essential to make this the most useful catalogue to the retail merchant.

First—Attractive illustrations with accurate and complete **SELLING DESCRIPTIONS**—descriptions which would not only help the retail merchant in buying goods, *but would help him in selling goods to his customers.*

Second—To have some form of pricing that would place the retail merchant in a position to **immediately** quote price to his customer, so he could *take special order for goods he does not carry in stock.*

OUR "IMMEDIATE PRICE" SYSTEM

Our system of giving our own list prices (as well as standard lists) on all items, except such as Bolts, Screws, Strap and T Hinges, Wire Goods, etc., puts the merchant in position to at once quote his customer without inquiring for a price and without the necessity of referring to some other price book.

The manner in which this is done will be explained to each merchant upon request.

SPECIAL FEATURES

Illustrations— Each article in the book is illustrated with a cut that **exactly** represents the goods. As nearly as possible we have maintained a Uniformity in the size and style of the illustrations of the different articles of a particular line.

Whenever a line of goods required two pages to show it, our aim has been to have those pages face each other —not have them on two sides of the same sheet—as with

Wood Planes, pages.....58-59 Black Diamond Planes, pages.....60-61 Cross-Cut Saws, pages.....88-89
All Designs of House Trim in Builders Hardware section, and many other lines.

Our illustrations are uniformly of small size, which has enabled us to get more goods on a page than is commonly done and thus to keep our book from being too heavy and cumbersome for easy handling.

We would invite your attention to our Wood Screw illustrations pages 535 to 538, File illustrations pages 201 to 215 and to our numerous color pages.

Comparative Numbers— It will be observed that under each illustration of Twist Drill Bits we have given the corresponding number of each of the several makers. This we have done also with our lines of Cabinet Locks and with Cross-Cut Saw Handles.

Other Features— We have given the Size Drill required for each size tap used in our Reece Screw Plates as well as for Hand Taps, Nut Taps, Pipe Taps, etc. This information is very important at times. **Our Paint Section,** we believe, will appeal to your sense of beauty and attractiveness.

Descriptions— The general description applying to each article is given above and apart from the individual description which follows after the Number of the Article, thus obviating the necessity of wading through a lot of descriptive matter which may not be of interest at the time.

Our goods are catalogued so that the price, weight, and quantity in a Package are all given in the same unit of quantity, viz.: Each, Per Dozen, Per 100, etc.

We hope that our efforts to furnish in this book, a catalogue which will be of real benefit in SELLING GOODS as well as in buying them, have been successful, and will both meet your approval and merit an increasing share of your business.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO

The STEEL COMPANY OF CANADA Limited

Hamilton, Ontario

We Wish

All Our Customers

A Merry Christmas

and

A Happy and Prosperous New Year

We have made considerable additions to our plants and machinery at our various factories during this year. Our new Bloom, Billet and Rod Mill at Hamilton is now completed.

We are in better shape than ever before to handle promptly all lines we manufacture.

Our stocks of different products are well assorted and special goods can be made up quickly.

SALES OFFICES:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

ALL THE RED DEVILS

combine in sending you



Hearty Greetings for Christmas and the New Year.

SMITH & HEMENWAY CO.

150-152 Chambers Street, New York



H R S & C°

CUTLERY

of every description



Cabinets, Pearl Goods in Cases and Carvers our Specialty

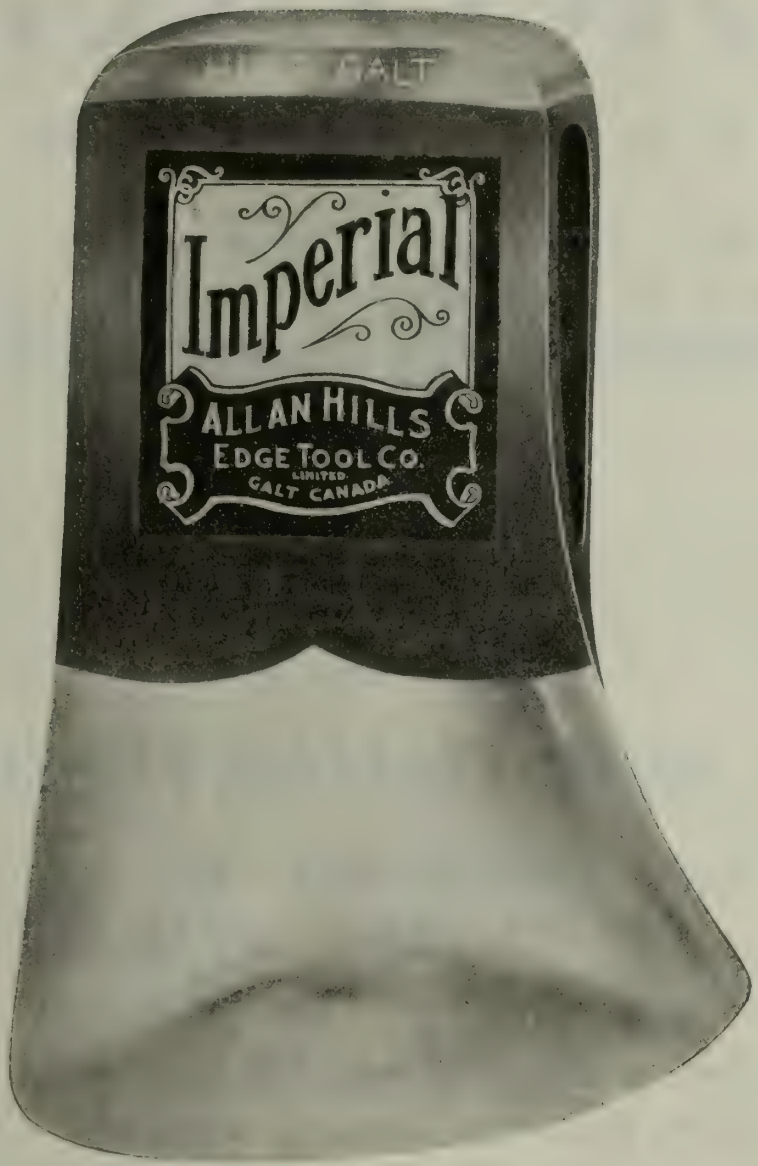
Stock carried in Montreal to meet immediate requirements.

HENRY ROGERS, SONS & CO., LIMITED

WOLVERHAMPTON SHEFFIELD LIVERPOOL LONDON

Canadian Branch: 6 St. Sacrament St., MONTREAL

FACTS ABOUT OUR AXES



(i). The Eye is solid, not welded, we have the only Axe Punch in Canada.

(ii). The Bitt is Swedish Steel made in Sweden by the Electric process from Highest quality Swedish Iron.

(iii). Swedish Iron is absolutely necessary in order to make first quality steel, Sheffield is Sweden's largest customer.

(iv). We harden each Axe in Water.

(v). We guarantee them.

(vi). We willingly replace those if any not up to standard.

The above facts are worthy of consideration.

Allan Hills Edge Tool Co., Limited

Galt, Ontario

CORDAGE?

Then it is LION BRAND You Want

Backed by a reputation of over 80 years, this is the brand of cordage which is known to your customers for its reliability and its uniform quality.

Specify
This Brand
For Your
Own Good.

LION
TRADE

MARK
BRAND

Recommend
This Brand
For Your
Customers' Good.

MANILA, SISAL, ITALIAN, RUSSIA, JUTE

Rope in every form

CLOTHES LINES, MARLINE, PACKINGS, TWINES, TARRED GOODS.

Remember that when you buy LION BRAND Cordage you are sure to get the Length and Quality that you pay for.

Prompt attention given to Special Orders.

Consumers Cordage Co., Ltd.

Factories: Montreal, Que., and Dartmouth, N.S.
Branches: Toronto, Ont., and St. John, N.B.

F. N. Andrews & Sons, Quebec **McGowan & Co., Vancouver**
Tees & Persse, Limited, Winnipeg, Moose Jaw, Saskatoon, Regina, Calgary, Edmonton.

Holiday Greetings

FROM THE

L. S. STARRETT COMPANY

ATHOL, MASS.

We take this opportunity to wish our many friends in the Hardware Trade a very Merry Christmas and a Happy, Properous New Year.

Your hearty co-operation has made our past year the most successful in our history and we hope that this co-operation will continue to our mutual advantage.

42-132

Do you want your Roof to last? If so, specify

Apollo Keystone Copper Bearing Galvanized Sheets

They are the greatest of all

RUST RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVE TROUGH
CEILING	FLASHING	RIDGE ROLLS
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

We have published a booklet with photographic illustrations showing **Actual Weather Tests** of both Copper Bearing Steel and sheets of steel without Copper; it will be interesting to you. Send for a copy.

UNITED STATES STEEL PRODUCTS COMPANY

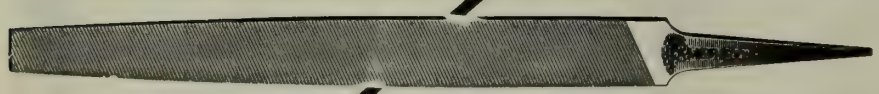
NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA :

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO



NICHOLSON MADE FILES

THE world-known line of Nicholson-made Files has achieved such an immense daily sale that it permits the economical manufacture of a private formula special steel for the Nicholson-made File Brands.

In Canada, these File (and Rasp) Brands are

AMERICAN ARCADE
GLOBE GREAT WESTERN
KEARNEY & FOOT

each made from this private steel.

This private steel is cut into files on special machines owned solely by the Nicholson File Co., is treated and hardened by a private process. Finally, the file, after passing through 10 inspections, is individually hand-tested for quality, and must reach or pass a rigid standard.

Such a file as this is the Nicholson-made File that reaches your shelves. You **know** what you sell your customer. He in turn gets a file that is "Nicholson-made" and is "just like the last."

It pays to handle "Nicholson-made" Files. All jobbers.

NICHOLSON FILE COMPANY

PORT HOPE CANADA

"UNIVERSAL"

ELECTRICAL APPLIANCES MAKE EXCELLENT CHRISTMAS GIFTS

Economical Useful Attractive

A Complete Line

If you wish to make a striking holiday display, one which will mean easy and profitable sales, exhibit a complete line of "Universal" Home Needs Electric. In notable contrast to other lines of electrically-heated appliances, each "Universal" device was originally designed as a complete electrical appliance and made to conform in every part to those standards of artistic outline, simplicity and superior mechanical construction which have given "Universal" specialties great popularity among housewives everywhere. They are made complete heating element included in our own factory and carefully tested individually, insuring a standard uniformity of manufacture and perfect operation. Every article has been subjected to a most rigid competitive test and will produce the desired result with less current consumption and therefore more economically, than any other similar device on the market. Some of the holiday leaders are displayed in this ad. For complete line and prices, write to your jobber or direct to us.



E 9166
Coffee Percolator, $15.00.



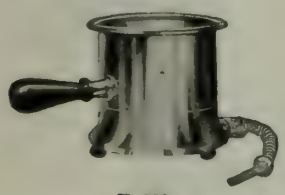
E 9146
Coffee Percolator, $12.00.



E 964
Coffee Percolator, $7.50.



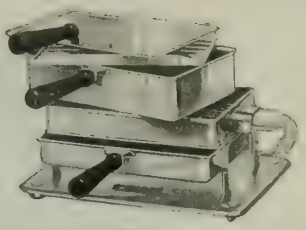
E 921
Chafing Dish, $10.00.



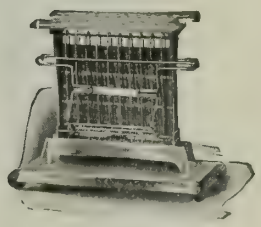
E 992
Shaving Mug, $4.50.



E 991
Portable Water Heater, $5.00.



E981
Grill, $6.50.



E 941
Toaster, $4.00.



E 904
Tea Ball Tea Pot, $7.25.



E 936
Samovar, $0.75.



E 971
Water Heater, $9.00.



E 994
Heating Pad, $6.50.



E 996
Stoves, $6.00 and $7.50.



E 901
Iron, $4.00 and $4.50.

UNIVERSAL

LANDERS, FRARY & CLARK

New Britain, Ct., U.S.A.

UNIVERSAL



Patented May 22, 1888

Stratton Rosewood Levels

are unquestionably the best. The less expensive styles are also the leaders of their kind. The well-known Stratton adjustment is put on every level.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U. S. A.

Fast Sellers and Good Repeaters



NEW CENTURY

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

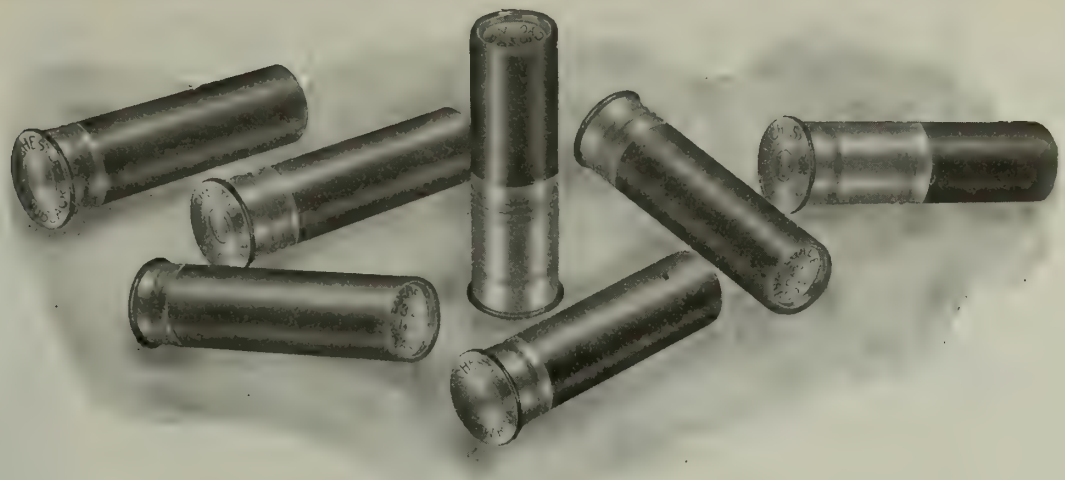
Catalogue mailed on request.

The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**



WINCHESTER

FACTORY LOADED SHOTGUN SHELLS

The W Brand
Will Make Satisfied Customers For You

It's an old but true saying that a satisfied customer is a merchant's best asset. Give a man a good article at the right price and his trade is yours.

When it comes to selling shotgun shells, the Winchester line is the one you can bank on for pleasing your trade every time. The line is not a new one, but is well and favorably known throughout the provinces. Feature it and you will see your sales grow and your list of satisfied customers increase. That has been the result in other sections and it will be in yours.

There is good business in every town for the dealer who stocks the Winchester line of shotgun shells. Why not get your share? Your jobber can fill your orders promptly.

THE QUICK SELLING W LINE

"Leader," loaded with smokeless powder—the red shells with the Winchester Patent Corrugated Head. A very high grade shell.

"Repeater," loaded with smokeless powder—the yellow shells with the Winchester Patent Corrugated Head. A highly satisfactory, moderately-price load.

"Nublack," loaded with black powder—the yellow shells with the Winchester Patent Corrugated Head. A clean, fast and strong-shooting shell.

"New Rival," loaded with black powder—the blue shells with the Winchester Patent Corrugated Head. A high grade load; like the "Nublack," except in color and style of head.

Made and Loaded Only By The

WINCHESTER REPEATING ARMS COMPANY

New Haven, Conn., U.S.A.

A BOY'S WAGE, SLEWES OF OIL AND TROUBLE GALORE SAVED

WEEKS BROTHERS COMPANY, INC.
167 to 179 Richmond St.,
Providence, R. I., June 9th, 1912.

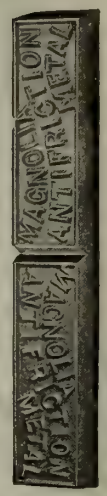
Magnolia Metal Co., New York, N. Y.

Gentlemen:—Magnolia Metal was first introduced to me in 1901 at the Nova Scotia Provincial Exhibition at Halifax, Canada. I was at that time engineer with J. G. Hamilton & Sons, Confectioners, Pictou and Halifax. We had a Sugar Pulverizer which ran 2,500 R.P.M., and we could not keep it cool. Had a boy stand all day with an oil can to keep it running. The Journals were 18 inches in length, Shaft 2 inches in diameter, bottom half cast in frame of machine. The night watchman and I after melting the old metal out with a plumber's torch and getting the shaft lined up, completed the job in about two hours. After that I speeded up the machine to 3,000 R.P.M., and we would fill the grease cups on Monday morning, and it would run 10 hours a day for a week without any care or attention.

I cannot say too much for Magnolia Metal. It is easy to pour and almost any novice can make a decent job. I wanted some hangers of a peculiar shape one time, and I got a piece of iron bar 4 inches by ¼-inch, and made them into the shape required with loops for the bearings and babbitted them with Magnolia. Both these jobs ran every working day and were in good order without any trouble at the end of four years.

I always specify Magnolia Metal for all my work.

Yours truly,
JOHN S. BELL, Chief Engineer.



SOLD BY LEADING DEALERS EVERYWHERE OR BY

Magnolia Metal Co., Office and Factory: 225 St. Ambroise St., Montreal

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



MADE IN CANADA

The Thos. Pink Co., Limited

Manufacturers of
LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

The Bedford Manufacturing Co.

INCORPORATED 1895

Manufacturers of

Axes, Scythes, Rakes, Hoes, Forks, Saws, &c.

Bedford, Que., Dec. 11, 1913

TO THE TRADE:

In order to avoid any erroneous reports we beg to advise our many customers and friends that in our recent fire we were fortunate enough to save our Storehouses and Handle Factory which will enable us to fill all orders entrusted to us.

We wish to thank all our customers and friends for the generous support they have given us in the past, and also assure them that we will give all orders sent to us our usual care and attention and prompt delivery.

Yours for future business,

THE BEDFORD MFG. CO.

The Mechanic Knows



Follow the different trades through a building under construction and note the brand upon the tools they use.

You will find the name of Disston everywhere, for

DISSTON

Brand Goods

Quality Guaranteed

are the choice of all first-class mechanics. They know that as much depends upon the quality and efficiency of the tools they use as upon their own skill in working them. And knowing this, they invariably insist upon a saw, tool, or file with the Disston Brand.

The hardware dealer who seeks to hold his trade, both new and old, among mechanics, should see that his store is so equipped that no customer asking for a Disston product will find it necessary to shop elsewhere.

Henry Disston & Sons

[Incorporated

Keystone Saw Tool, Steel and File Works

[PHILADELPHIA, U. S. A.

TRADE MARK

Reg. U.S. Pat. Off.



During these Months Look up New Business for these



Don't wait until next spring to get your cement orders. **Now** is the time to line up your next season's deliveries.

Look up the prospects for new business in your vicinity and find out how many barrels of cement they can use. You won't have to tell them about the high quality and strong organization that stands behind the label on

CANADA Portland CEMENT

they undoubtedly know, through our big advertising campaign.

If there is anything you want to know that will help you to benefit by this campaign, write us fully.

If you don't sell Canada Cement you should make arrangements now to do so. It will increase your cement profits and your customer's confidence and help you sell them other goods.

Write our nearest sales office today for full particulars and terms

Canada Cement Company Limited

Sales Offices at

Montreal **Toronto** **Winnipeg** **Calgary**



1883 WRIGHTLIGHT 1913

Short Globe Lanterns have behind them the guarantee and backing of the oldest established firm of Lantern manufacturers in Canada.

It was in 1883 that E. T. Wright & Co. turned out the first Canadian Tubular Lantern, and to-day (30 years afterwards) the same firm under the same management, are still the pioneers of the Lantern world.

Our **WRIGHTLIGHT** Lantern is the latest product of thirty years of Lantern experience. Let us tell you at least a few of the **WRIGHTLIGHT** exclusive features, which are not found on any of the Canadian imitations of our Lantern—

NON-DETACHABLE WIRE EARS AND BAIL—This patented idea of ours makes it impossible for the handle to work loose or drop off. The Lantern must be torn to pieces before the handle will break away.

RISING CONE—The burner cone is attached to the globe disc, and rises with the globe when you are ready to light the Lantern. This leaves the wick exposed ready for the match, and insures a perfect fit when the globe descends.

And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

TO CORRECT A FALSE IMPRESSION that is being circulated among some of our Lantern friends, let us assure them that all patent rights in connection with our No. 3 **WRIGHTLIGHT** Short Globe Lantern are vested solely in ourselves, and are nobody's concern but our own—and our lantern friends, who benefit by them.

Buyers who prefer a full-length globe will find that our No. 4 Cold Blast Pattern will answer their requirements perfectly.

A large stock of both patterns on hand always, and prompt shipments a certainty.

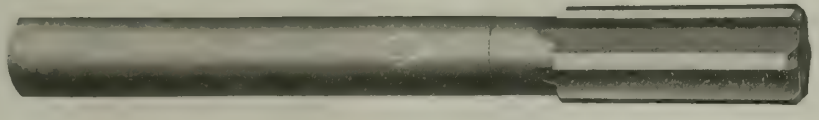
E. T. WRIGHT COMPANY, LIMITED

HAMILTON, CANADA

The Lantern Manufacturers of Canada

In The Past **At The Present** **For The Future**







"W&B" Reamers Are Ready for Those Getting Less than the Best Reamer Service

Wouldn't a reamer that will hold to size on two or three more jobs, than other reamers, interest you? "W & B" Reamers are made from highest grade steels, properly designed and tempered to give longest life and absolute accuracy.

Take the best reamer in your shop and put it to the service-test with a "W & B" Reamer. Note the quality of work done by each reamer.

When the test is complete buy the grade of reamers that show up the best. This is the kind of proof that sells "W & B" Reamers.

Write for Catalog No. 82-G.

The Whitman & Barnes Mfg. Co.,

ESTABLISHED 1854

OFFICE AND FACTORY, ST. CATHARINES, ONT.
STOCKS CARRIED AT WINNIPEG AND MONTREAL



Get Our Opinion About Your Accounting

If your profits are not as large as you think they should be, consult us. Our advice is free. If you need

With Only One Writing **THE McCASKEY SYSTEM** **The End of Drudgery**

to reduce your bookkeeping labors, to prevent forgotten charges, to prevent errors, to prevent misunderstandings with customers over their accounts, and to improve your collections, we'll tell you so. If the McCaskey System cannot be applied to your business so that it will pay you an enormous profit, we'll tell you so, just as quickly and as frankly.

One hundred thousand merchants in all lines of business have profited by our advice and are using The McCaskey System.

We know a good deal about handling accounts. Some of this information will be valuable to you. You can get it free.

Suppose you write to-day. For convenience, use the coupon.



The Dominion Register Co.,
Limited
96 Ontario Street, Toronto, Canada
(Trafford Park, Manchester, Eng.)
The Largest Manufacturers of Carbon Coated Salesbooks in the World.

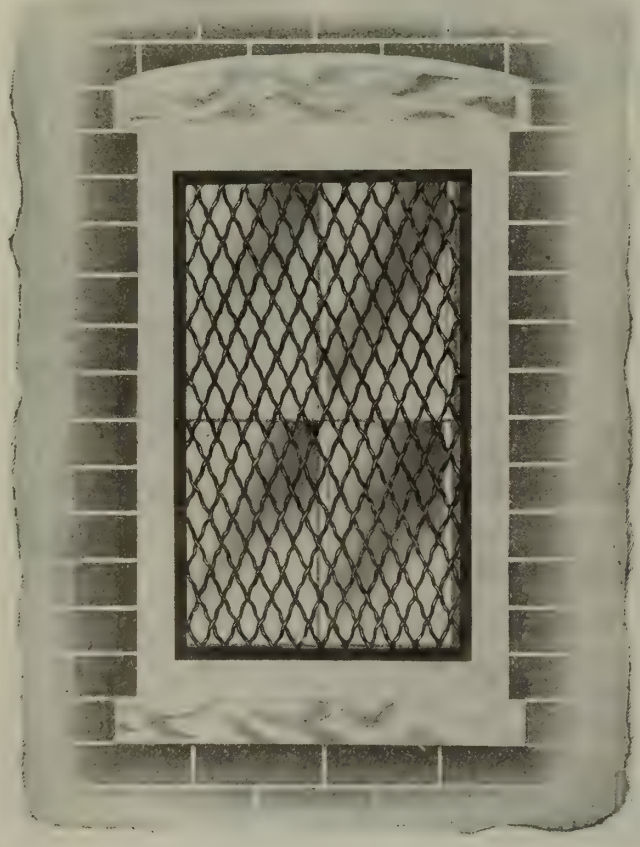
THE DOMINION REGISTER CO., LIMITED,
96 Ontario St., Toronto, Can.

Gentlemen:—Without obligating myself, I'm willing to learn how I can increase my profits.

Name .....

City ..... State .....

Business ..... H.& M.



WINDOW GUARDS

For Stores, Warehouses, Factory Basement Windows, etc., and all kinds of **WIRE WORK**

Manufactured by

THE B. GREENING WIRE COMPANY, Limited

HAMILTON, ONT. **MONTREAL, QUE.**

Why handle cheaply made cast end heaters?

Why, when you can buy heaters with no castings in their construction at all—heaters made so they won't bend or break—heaters that please your customers and help you sell more goods

Satisfied Customers are your best asset

You make that kind of customers when you sell them the celebrated

CLARK HEATERS

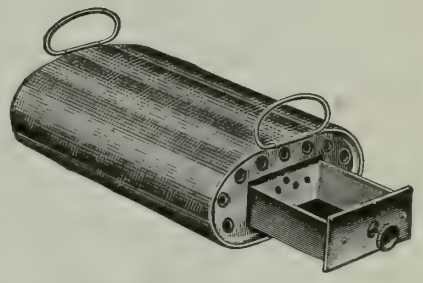
and they cost you no more than the heaters of inferior quality with cast ends.

Furthermore, Clark heaters are the only heaters that are now being advertised to your customers. They are the only heaters that have ever been advertised to users in Canada, and every advertisement asks the reader to go to his dealer for the heater.

Do not be misled. The heaters that sell best in Canada and every other country where heaters are used, are the Clark Heaters—they are made better, please better and offer as good or better profit. Almost every jobbing house of note in Canada handles the Clark Heaters—They must be best and we know you will find them so.

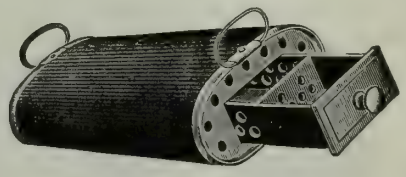
Insist on Clark Heaters. It pays.

Some Good Sellers from the Clark Line



No. 5B Clark Heater

No. 5B Heater is light and handy, yet very enduring and sightly. Is 12 inches long and weighs 4 pounds. Heats quickly, furnishing a mild and comfortable temperature. This heater is used quite extensively by farmers, mail carriers and milkmen. Covered with fine Brussels carpet.



No. 3D Clark Heater

Our No. 3D Heater is one of the most popular sellers, being very strong and durable. It is 14 inches long and weighs 7 pounds. Has fine asbestos lining and is covered with Brussels carpet; has braid binding. Easily cleaned by brushing. Ends are of triple strength white metal.

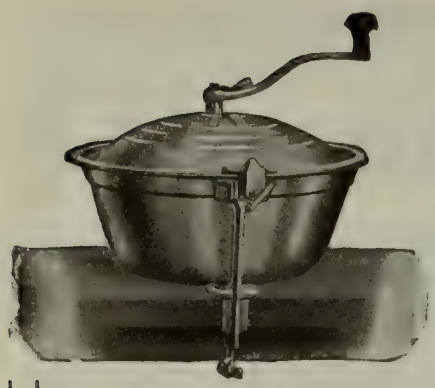


No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7D Heater, a well known and popular style, having flat, slanting top, and having ventilators in both ends and at the side with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long, and weighs 9 pounds. Has cold drawn steel ends, heavily nickel plated and is covered with superior Brussels carpet.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO



A Seasonable Reminder for Dealers

An appeal to a Sanitary, Easy Method of baking at this season of the year is sure to bring results.

That is, providing you have an article in stock that will fulfill these requirements.

McClary's "Sanitary" Bread Maker makes baking a pleasure by removing the unsanitary, disagreeable method of kneading with the hands.

It is easily kept clean because its simple construction allows it to be easily taken apart.

The seamless bowl leaves no seams for the food to lodge in and eventually become delayed.

The article is right, the demand sure. Secure a stock immediately.

McClary's Ship Quick

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

ELEY

CARTRIDGES

We Load for the World!

¶ No Ammunition Manufacturer or Loader handles or loads a greater variety of shot gun powders than ourselves, consequently our experience of the styles of powders and the specification of loads which give the greatest satisfaction to sportsmen is second to none.

Eley Smokeless Shot Gun Powder (33 gr. class) is inferior to no other powder. 33 grains is the Eley Standard load, and that this will do the work more satisfactorily than heavier loads of other powders is one of its merits. This load gives results equal to 3¼ drs. of other bulk smokeless powders.

ELEY CARTRIDGES are shot in the snows of Canada, the heat of Central Africa and India, and elsewhere throughout the world.
SOLD BY ALL GUNMAKERS AND AMMUNITION DEALERS.

ELEY BROS. (CANADA), LIMITED, NORTH TRANSCONA, MAN.
ELEY BROS., LTD., LONDON.

ONCE SOLD ALWAYS SELLING!

Any dealer recognizes the value of getting away with a swing at the New Year. But then what profit unless he can hold the Trade? McClary's quality goods not only start well, but they create that feeling of satisfaction that brings the customers back again and again. Prominent among these sales promoting goods is the

Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

McClary's

MONTREAL
HAMILTON
LONDON
TORONTO
CALGARY
WINNIPEG
VANCOUVER
SASKATOON
EDMONTON
ST. JOHN, N. B.

The perfect flue construction allows the heat to travel round the oven **twice**—no waste of heat.

The Reservoir is stamped from one piece sheet steel and heavily coated with the best enamel—an exclusive feature.

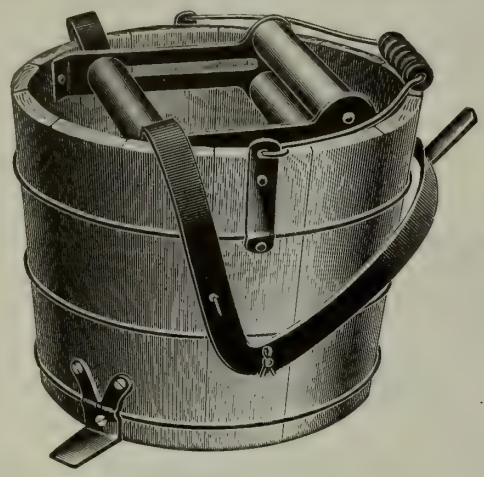
The Broiler Door is large enough to admit the largest broiler or toaster.

The handsome attractive design of the Pandora appeals to customers who want a Range that will enhance the appearance of the kitchen.

There are other features of equal interest; write our nearest Branch for booklet.

"McClary's on goods is a quality name."

Eagle Mop Wringers and Bucket Combined



are known the world over—Janitors, Porters and all who have the care of floors will have no other.

Your jobber has them. If not, write us and we will supply you.

CAUTION—Dealers will take notice of infringements and imitators.

We Will Protect Our Patent Rights

The Eagle Woodenware Mfg. Co.

Sole Manufactures and Owners of Patents

HAMILTON, OHIO

HARDWAREMEN who have a Sanitary and Heating Department as well as a Tinsmith Shop

You or your foreman plumber, steamfitter or tinsmith should be a subscriber to

SANITARY ENGINEER

BECAUSE

1. **Its Advertisers**—are those who sell the best goods at the right price.
2. **Its Question Box** "is practical."
3. **Its Articles**—are of vital interest to those engaged in the craft.
4. Its course in sheet metal work has been very favorably commented upon; in fact one subscriber stated to us recently that his course was worth over $25.00 alone.
5. We solve problems for you through our columns which are at times beyond the best of us.
6. It is the voice of the trade.
7. It stands for all that is along the lines of progress in Sanitation, Heating and Ventilation.

MacLean Pub. Co.,
143 University Ave., Toronto.
Please send me (free) sample copy of Sanitary Engineer, post-paid.

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Published by

The MacLean Publishing Company, Limited
143 University Ave., TORONTO
$1.00 PER ANNUM

Write for sample copy. Fill in and mail this slip before you overlook it.

Canadian Tube & Iron Company Ltd.

MONTREAL

BOLTS & NUTS

Carriage Bolts, Coach and Lag Screws, Tire Bolts, Machine Bolts, Sleigh Shoe Bolts, Plow Bolts, Track Bolts, Square Nuts, Hexagon Nuts, Boiler Rivets, Tinners' Rivets, Etc.

ASK YOUR JOBBER FOR

TRADE MARK BRAND

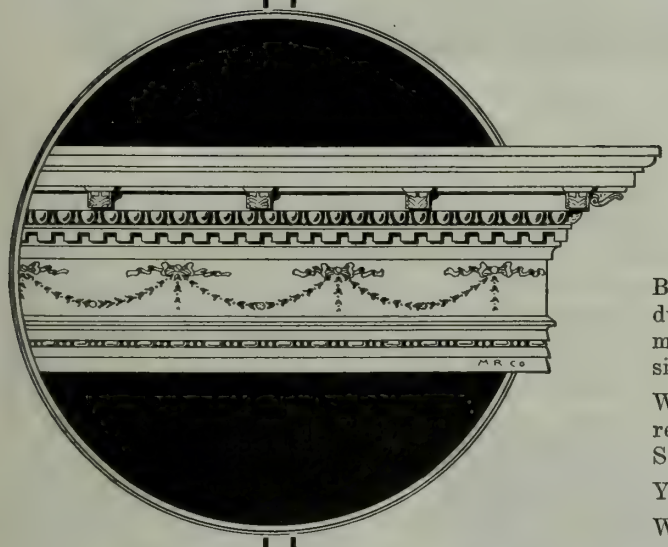
WROUGHT PIPE

Black and Galvanized, sizes ⅛ in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

We also manufacture NIPPLES in all sizes—black or galvanized.

Works: Lachine Canal

Excellent For All Kinds of Buildings



Whether new buildings are to be erected or old ones remodelled, it will pay you to send for complete information about

"METALLIC" CORNICES

By using these you can secure the most attractive appearing and durable construction, and considering the high quality of the material and construction of our cornices, you can save considerable money.

We make cornices in a great number of styles that will meet all requirements, from the simplest to the most elaborate designs. Send for catalogue "Z" and prices.

You'll find the "Metallic" a good line to handle.

We manufacture all kinds of sheet metal building materials.

The METALLIC ROOFING CO., Limited

Manufacturers

TORONTO and WINNIPEG

Lundy Shovels

The Fine Finish Will Bring Customers and the Quality Will Hold Them

Made of open hearth crucible steel. Strap and Blade Point are exceptionally strong and durable.
Their superiority has been proved time and time again by comparative tests.
We make three grades so as to completely meet the demands of the trade.
If you cannot procure them from your wholesale house, write us. **We guarantee prompt shipment and satisfaction.**



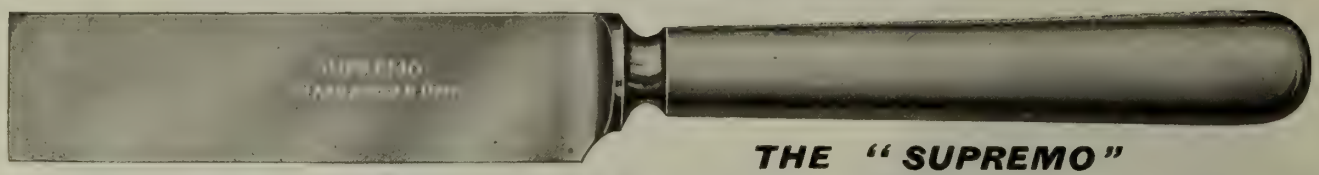
The Lundy Shovel & Tool Co., Limited

General Office and Works: PETERBORO, ONTARIO

SELLING AGENTS:

Delorme Bros., Montreal; Tees & Persse, Ltd., Winnipeg; Tees & Persse of Alberta, Ltd., Calgary; E. E. Crandall, Vancouver, B.C.; N. B. Misener, Toronto.

High Grade Cutlery—Electro-Plate and Solid Nickel-Silver Flatware



THE "SUPREMO"

Our Supremo knife is made from high-grade Sheffield Steel, plated with full weight pure Silver and is finished in a very superior manner. Put up in neat rack boxes, containing 1-2 dozen and is a satisfactory line to handle profitably.

McGLASHAN, CLARKE CO., LIMITED - - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. BENJ. ROGERS, Charlotte, P.E.I

The "BAYARD" Selfloading Pistol

9 m/m Bore. (.38 cal.)

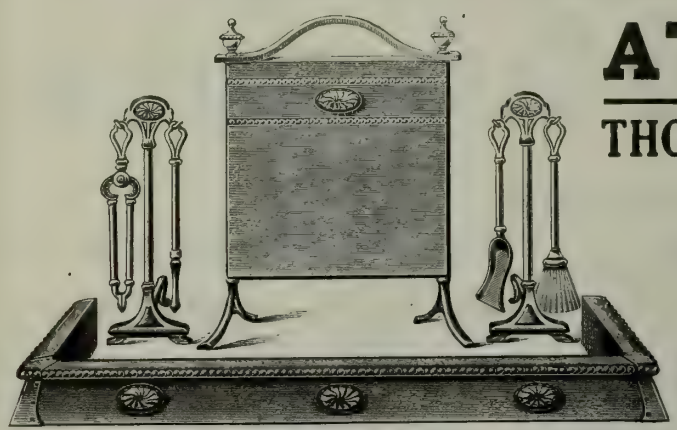


The simplest, safest and strongest Automatic Pistol on the market. Its accuracy, its penetration and especially its **stopping power** (energy) are unsurpassed. A bullet from the **Bayard** Pistol fells instantly the most desperate enemy. It is the ideal weapon for the soldier and the colonist.

ADOPTED BY THE SPANISH ARMY

Write for Descriptive Booklet

McGILL CUTLERY CO., P.O. BOX 580 **Montreal, Canada**



ATTENTION

THOMAS SMART & SONS, Ltd.

WATSON'S GREEN WORKS

DUDLEY, ENGLAND

SYNTHESIS S D

TRADE MARK

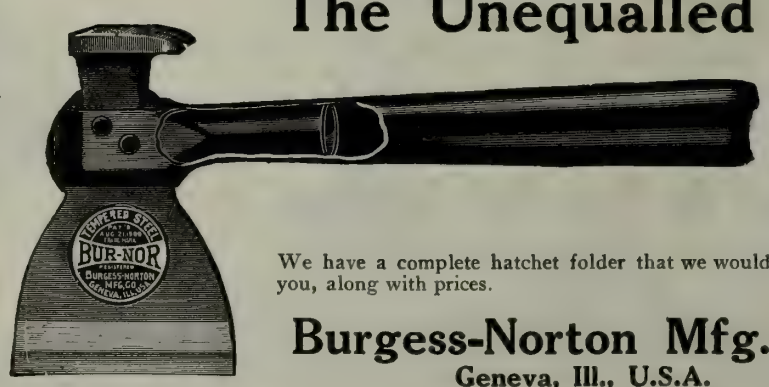
MANUFACTURERS of Hearth Suites of every description, Companion Stands, Fire Screens, Coal Vases, Log Boxes, Cake Stands, Gongs, Etc.

Canadian Representative:

GEO. A. MARSHALL, Showrooms, Lombard Buildings, 70 Lombard Street - TORONTO

BUR-NOR

The Unequalled Strength



of **Bur-Nor All-Steel Hatchets** places them in a class of their own. The blades are tempered in oil and of a quality that cannot be equalled at anything near the price. That's two reasons why your customers are interested in **Bur-Nor** Hatchets.

We have a complete hatchet folder that we would like to send you, along with prices.

Burgess-Norton Mfg. Co.

Geneva, Ill., U.S.A.

BUR-NOR





We Wish all Our Customers and Friends a Very Happy Christmas, and all Joy, Health and Prosperity throughout the coming year.

Caverhill, Learmont & Co.
Montreal





"TARBOX BRAND"

CHEMICALLY TREATED DRY DUSTING MOPS

Need no re-treating **before or after washing**—the treatment lasts as long as the Mop lasts. The coarse dirt and lint can be shaken out—every particle of dust sticks—until washed out with **hot water and soap.**

After washing the Chemical exudes just sufficient dampness for efficient dusting. **No oil or oil polish** to grease or smear floors or furnishings. May be used on walls and ceiling without the least danger of staining.

They leave painted and polished surfaces with the "sheen" so much appreciated by particular housekeepers on waxed floors.

Round, Flat, Circular, Triangular and **Brush-shapes**—In styles to please all.

"Tarbox Brand" may not be classed or compared with oil-soaked mops—(few women want their floors oiled every day, if ever). These goods are prepared for the daily dusting—**Dry Dusting** and leave the floor **dry**, not **mucked.**



The illustrations show our new design of Circular and Triangular Mop construction.
The neatest, strongest and most up-to-date Dusting Mop construction on the market. Practically indestructible.

This line is a business builder, customers return bringing their friends. We are not putting our expense all into advertising, but into the goods to the advantage of the consumer where it is appreciated.

Retail List.

01 Flat Mop, per doz.	$6.00
02 Flat Mop, per doz.	9.00
03 Round Mop, per doz.	9.00
04 Round Mop, per doz.	12.00
Circular Mop, per doz.	12.00
Triangular Mop, per doz.	15.00
Dustless Floor Polishers (Brush Shape)	
No. 1, 10 inch Head, per doz	18.00
No. 2, 14 inch Head, per doz	24.00
Hand Dusters	9.00

Flat Mops are to use in any Mop Stick, all the others have their own 52" Handles. These prices are retail and base from which jobbers can allow 40% F.O.B. shipping point.

Quick Western shipments may be obtained from
Walter Woods & Co., Winnipeg, Man.
McLennan, McFeely & Co., Vancouver, B.C.

Manufactured by

TARBOX BROS.
TORONTO

AGENCIES: Vancouver Edmonton Montreal
Glasgow, Scotland Leeds, England

"NORCROSS" Cultivator—Hoes And Weeders



Practical Garden Implements That Outclass The Common Hoe From Every Standpoint, Will Outsell It And Cost No More.

The lightness, efficiency and ease of manipulation are certain to encourage more people to do gardening and bring you more customers.

Be sure to include these tools in your 1914 Spring and Summer Stock. The turnover and profit will be most desirable.

C. S. NORCROSS & SONS, BUSHNELL, ILLINOIS, U.S.A.
Patentees and Sole Manufacturers

LIST OF JOBBERS IN CANADA HANDLING "NORCROSS" GARDEN IMPLEMENTS:
McLennan, McFeely & Co., Ltd., Vancouver, B.C.; J. H. Ashdown Hdwe. Co., Ltd., Winnipeg, Manitoba; Merrick-Anderson Co., Winnipeg, Manitoba; The S. Hayward Co., Ltd., St. John, N.B.; W. H. Thorne & Co., St. John, N.B.; Dunlap Bros. & Co., Amherst, N.S.; Jas. Simmons, Ltd., Halifax, N.S.; Edwin Chown & Sons, Kingston, Ont.; Eureka Planter Co., Woodstock, Ont.; Lewis Brothers, Ltd., Montreal.



Wishing All

A

Merry Christmas

and hoping that our numerous customers may share fully in its Joy and Gladness.

May the coming year also bring you a full measure of health, prosperity and success.

The Thos. Davidson Mfg. Co.,
Limited

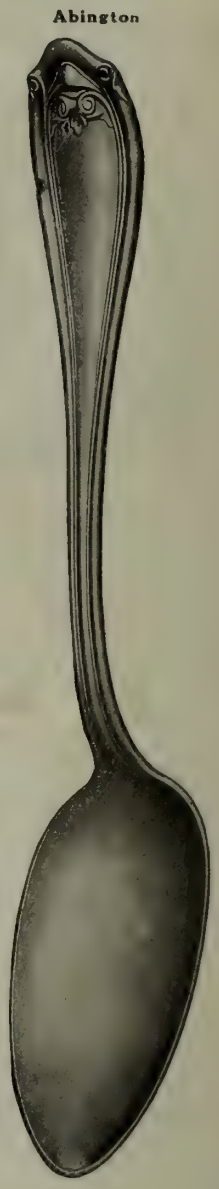
Montreal Winnipeg Toronto

QUALITY FACTS

Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY, Limited

SALES ROOMS: TORONTO WINNIPEG VANCOUVER

HEAD OFFICE
53 King St. West, Toronto

FACTORY
570 King St. West, Toronto

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, DECEMBER 20, 1913. No 51

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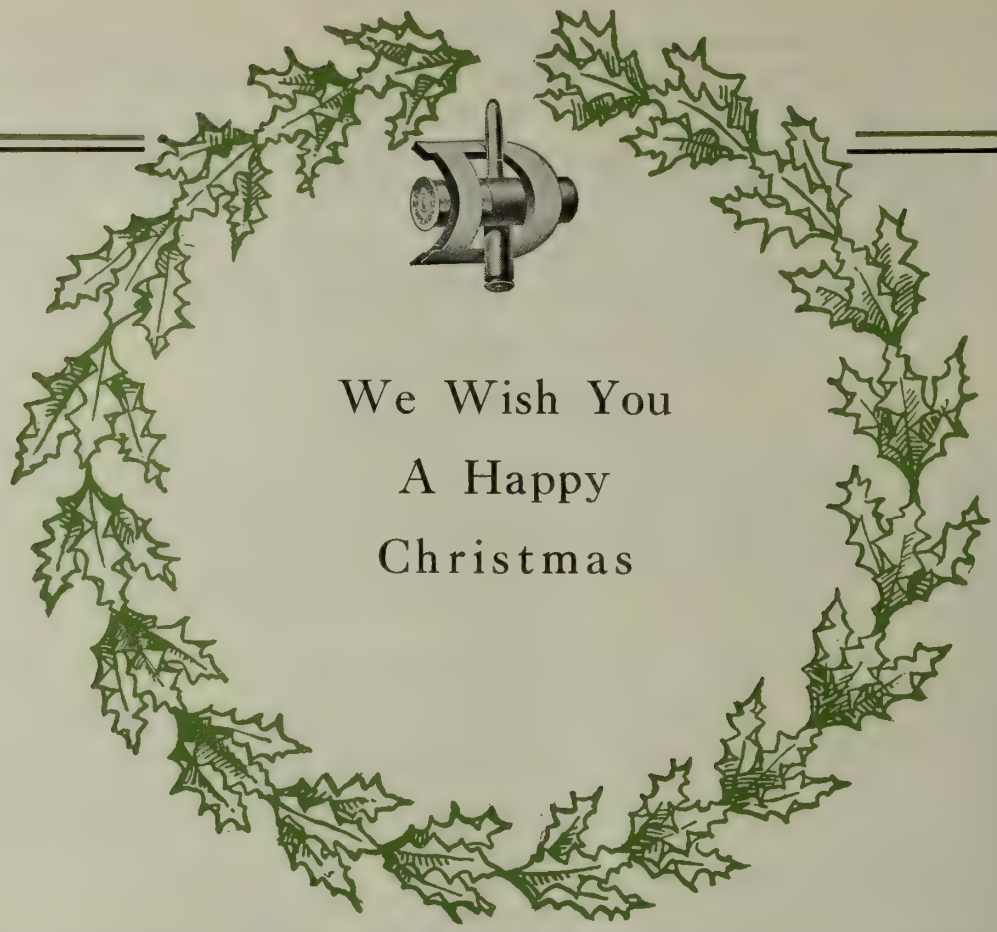
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We Wish You
A Happy
Christmas

Dominion Cartridge Company, Limited

The Wearing Quality of



"QUEEN'S HEAD" GALVANIZED IRON

has been proved by the real test—TIME

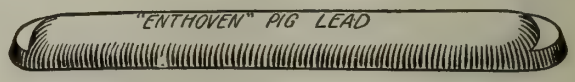
Can you afford to chance unproved sheets?

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

PIG LEAD

Soft English Lead



Prompt Shipments

A. C. LESLIE & CO., Limited
MONTREAL

HARDWARE AND METAL

Vol. XXV. DECEMBER 20, 1913 No. 51

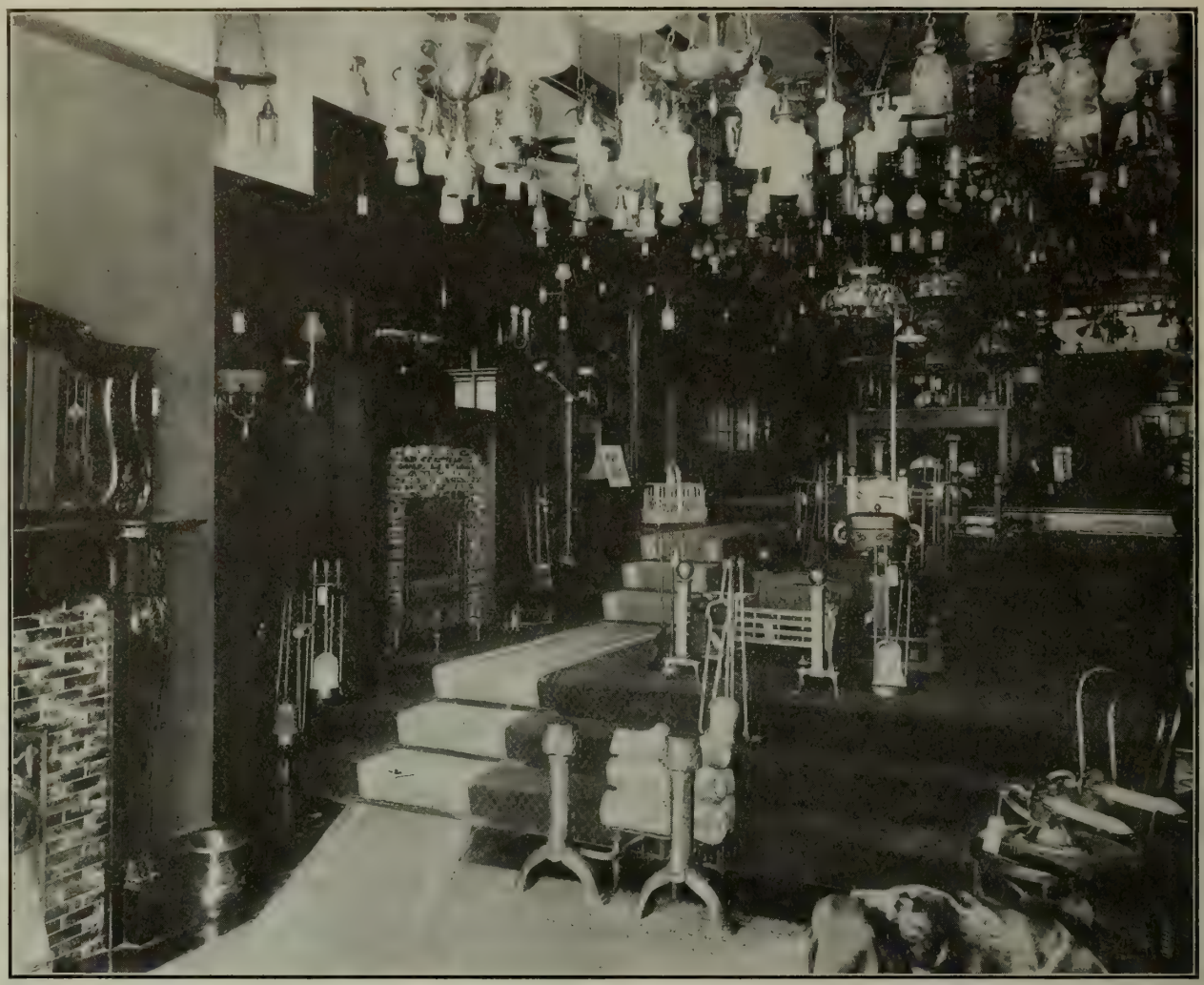
Christmas Greetings

THE past year has been one of extreme uncertainty, arising out of trade depression. There is no disguising the fact that the financial stringency has had its effect on trade. This has not been felt as much in the hardware trade as in other lines of commercial enterprise. Now, however, things are on the mend, if the festive season heralds in the resumption of more active conditions and a more cheerful and confident tone, Christmas will indeed be an occasion for double rejoicing.

The retail merchant reaps the benefit of a larger trade from Christmas customers but he is always glad when the shopping season is at an end. It brings long days and nights of unremitting toil, when every store is called upon to handle a larger volume of business than its facilities for service are designed to meet, when the merchant's physical capacity and patience are strained almost to breaking point. Christmas Eve finds the retailer thoroughly tired and thoroughly glad that the holiday shopping is over. Christmas Day brings with it the satisfaction of a heavy task well done.

It is the sincere wish of Hardware and Metal that the season now at its height will be one of unusual success for each and every reader; that it will bring the maximum of trade with the minimum of attendant worries; that it will leave each merchant in such a position that he can face the new year with an assured position and unbounded confidence.

We wish all our readers
a
Merry Christmas and a Happy New Year



A view of a portion of the interior of the new Barton-Netting Co. retail store.

Selling Electrical Fixtures to Advantage

The New Store of the Barton-Netting Co. is Arranged to Make Possible the Showing of the Stock in Properly Classified Form —How the Store is Laid Out to Accomplish This Purpose.

IN handling electric lighting fixtures and supplies, the dealer who classifies his stock in such a way as to make each division appeal as distinctly as possible to the different sections of his patronage is adopting a plan that cannot but prove helpful to his selling force. To a very great degree it admits of a finer concentration in salesmanship.

A notable case is presented by the plan of the new retail store, in Windsor, of the Barton Netting Co., who carry, besides mantels and fireplace equipment, an extensive line of electric lighting fixtures. Their former store was very small, 67 feet long by 18 feet wide, and Mr. West, the general manager, states that it did not permit of a classification necessary in displaying or selling. Suspended from the ceiling in a narrow space, the stock just looked like a nice bunch of fixtures that was immediately bewildering to a customer. Ranged along the side walls were samples of mantels, fuel baskets, fire screens, etc., and the place was so crowded that the business could hardly do itself justice.

The new store, 9-11 Pitt street, east, is 100 feet deep and forty feet wide. Public and private offices are in the rear, the workrooms on the second floor, and a larger basement is available for wholesale and retail stockrooms. The new store is exactly six times larger than that formerly occupied.

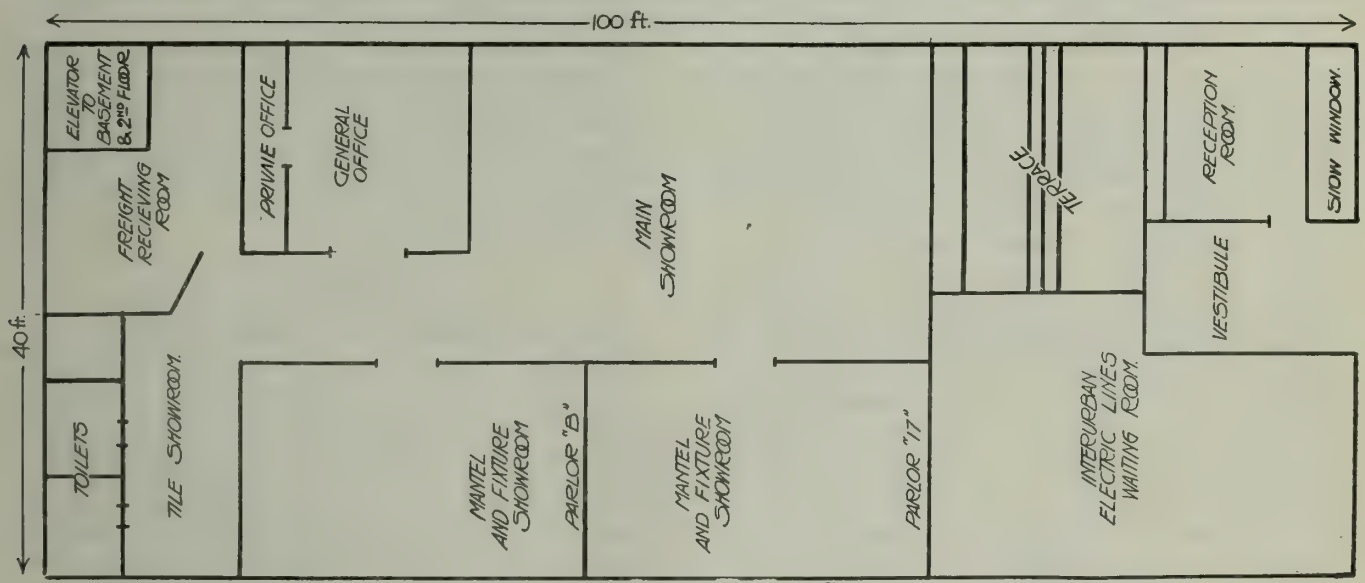
The photo reproduced here shows a general display of fixtures in the main section. A series of steps or a terrace, in the foreground, made necessary by a peculiarity in the construction of the building, makes a very effective display of fire-place accessories and other brass goods possible. These steps are immediately behind the display windows and goods shown thereon may be easily viewed from the street.

Opening from the main floor are two display parlors, each thirteen feet by nineteen feet. These are carpeted and very neatly arranged. In one there is a display of the more exclusive designs in electrical fixtures, those for indirect or semi-direct lighting forming a very considerable section. The walls of this parlor are finished in a soft buff, and in

these more appropriate surroundings the selling of high-class fixtures is facilitated to a degree that was impossible in the old store.

In the second parlor, lighting fixtures are also shown, but the special feature here is fireplace equipment. Another room is used for displaying mantel tiling. A very large range of samples is carried in special cabinets, and in the centre of the room is a display table. Here, too, the arrangement is such as to make proper display and careful selection more easily possible.

"The idea that we had in view in planning this store," said Mr. West, "is not only to show our fixtures to advantage, but also to make every customer feel that his requirements can be satisfactorily attended to. Here is what I mean. A customer comes to us with an impression created by the size and general decorative effect of his home interior. His ideas are somewhat vague. It is very hard to deal with that man in a store where the stock is jumbled and where he is irritated by the jarring relative effect of unsympathetic surroundings. We have here tried to fit up rooms in which an artistic fixture may be properly demonstrated. Results prove this to be the correct idea in selling electrical fixtures. It has assisted our sales very materially."



Plan of interior of Barton-Netting Co. new store.

Toronto, Ont.—The new plant of the National Cash Register Co. is about two-thirds completed and should be ready for occupation by May.

Midland, Ont.—The Midland Malleable Iron Co. report that they will erect a plant 100x500 feet of reinforced concrete fireproof construction.

Welland, Ont.—The Empire Cotton Mills will erect a new duck fabric mill early in the spring.

Judgment Reserved in Cartage Question

Express Companies Agreed to Make Extension of Present Arrangements for Another Six Months, but Representative of C.P.R. Refused to Consider the Proposition—Settlement Will Soon be Reached.

Ottawa, Dec. 16.—Just about fifteen minutes before the Railway Commission adjourned to-night at 6.45 o'clock after hearing arguments and suggestions anent the question of future practices of railway companies regarding cartage facilities since half-past ten in the morning, it looked as if the officials of the railways would consent to continue the present cartage system for another six months, instead of cutting it off at the end of this year as proposed, but the suggestion fell on stony ground and judgment in the case before the Board was reserved.

It was W. T. Gundy, Vice-President of the Toronto Board of Trade, who suggested the six months' extension; it was J. W. Leonard, Assistant General Manager of the C.P.R., who wouldn't give it consideration. Mr. Gundy's remarks were endorsed by F. J. Howell, President of the Hamilton Board of Trade, and C. J. Fitzgerald, of the London Board.

Transportation Men Willing.

Chairman Drayton thought the suggestion a good one, and turned to Colonel Stark, General Manager of the Dominion Transport Company of Montreal; Mr. Belcourt, of the Shedden Forwarding Company, and Colonel William Hendrie, head of the cartage company that bears his name, and asked them whether they would agree to continue to carry on the system in co-operation with the railways for another six months. They agreed, but Mr. Belcourt said he would want an increased rate of one cent per hundred pounds in Montreal.

C.P.R. Would Not Extend.

"What do you say, Mr. Leonard?" asked the Chairman.

"We first gave notice that we would discontinue this cartage system on the first of October. Then we extended the time until the first of January, and now, speaking for the C.P.R., we are not prepared to pay one cent more than we are collecting for freight," said Mr. Leonard, who went on to explain that the C.P.R. had made all necessary arrangements for a new system of handling its business after January 1, and the suggested extension could not be considered.

Mr. Gundy explained that if his suggestion were adopted the shippers and railway officials could get together in the meantime and probably agree on some amicable arrangement. The discussion dropped when Mr. Leonard said the proposal to withdraw from the cartage business at the end of the year was final.

All day the regiment of merchants, most of them members of the Boards of Trade of Montreal, Ottawa, Toronto, Hamilton and London, and their experts, appealed to the Board in one way or another, that since the railways had decided to make the shippers do their own cartage business as they see fit, to compel the railways to provide proper facilities in and about the freight sheds for handling the ingoing and outgoing freight.

(Continued on page 52)

HARDWARE AND METAL

VOL. XXV. No. 51 Toronto, Canada, December 20, 1913 Two Dollars per Year

STARTING THE NEW YEAR.

AT THE CLOSE of each year the mind is prone to indulge in retrospect. Each man looks back over the past twelve months and weighs his record of achievements and failures on the scales of critical self analysis. Lucky is he who can pass before himself in mental review the events of a whole year and do so with complacency or exultation unmixed by remorse, disappointment or self-blame.

With the retail merchant, the end of the year brings the necessity for a close study of his business operations. He studies the business done during the year with painstaking thoroughness, for in the testimony of the figures on his books, he learns the measure of his success or the extent of his lack of success. The annual consideration of the lessons of a year's work serves to inspire to greater efforts or inculcates a spirit of necessary caution.

No merchant, no matter how successful he may have been on the face of things, can afford to forego the advantage of a keen analysis of his operations during the year. The information to be learned in this way—and in this way only—gives a basis for comparison and provides material for the correction of weaknesses and the extending of efforts which had proved worthy in the past.

It is a common desire to start the new year right. The prelude to a good start is a thorough inventory of self and an exhaustive examination of one's business. Find where you have been lacking and endeavor to bring yourself close to 100 per cent. efficiency during the new year.

"BUSINESS IS ALWAYS GOOD."

How pleasant it is to run into one of those cheerful, bright-eyed optimists after talking to the man who has a grouch against everything in the world! The other day the writer met a salesman on the road who was such a stranger to pessimistic ideas, that one would think he had the earth to sell and no competition.

"Is business good? Why, business is always good with me," he replied to a question. "I never tell anybody that business is bad—for it isn't. Business is just what you make it. If you think it's going to be bad, the chances are it will be; but if you are always looking forward to better sales, and you have something worth selling, why business will always be good"—and he placed the emphasis on the always.

This man was given to no grouching or grumbling. He believed in his goods, in the existence of a market for them, and in himself. What more was necessary?

Here is a splendid little lesson for us all. The dealer who goes about his business as if he had something to do; who works with a smile and a pleasant word for everyone and who talks cheerfully of the past and the prospects for the future, is bound to find business good. But the man who grumbles from morning till night and looks as if the world owed him a living,—well, how could business be anything else but bad?

THE STRENGTH IN BROOM MARKET.

As broom manufacturers view the situation, present prices are certain to remain, if, indeed, a further advance is not deemed necessary early in the New Year.

The shortage of corn in the States works in a double direction. Not only has it forced up prices of brooms, but the quality has deteriorated, so that shipments of medium are elevated to choice, and common to medium. Two advances have been noted in Canadian Grocer in the past three months, making a total advance of 50 to 60 cents, or above 75 cents retail. On finer grades this will amount to fully one dollar a dozen.

Going back to "primary" markets, broom corn which cost per ton $40 to $60 early last summer, has advanced to $160 and first-grade quality has reached $220. No relief will be in sight until about next June when a large visible supply of corn might make it advisable for a decline in brooms, to work off the stock on hand, against possible lower prices the following fall.

Manufacturers of woodenware state that brooms have proved the single exception to a satisfactory year's business. Owing mainly, it is thought, to the higher prices, the demand has fallen off to a remarkable extent, and it would appear that stubs of brooms must be a common sight in many Canadian homes.

PARCELLING GOODS ATTRACTIVELY.

ONE INFLUENCE which works against the hardware merchant in his efforts to secure Christmas trade, is the unattractive appearance of some of the packages, containing lines, which are perfectly suitable for Christmas gifts.

There are many lines to be found in the stock of the hardware dealer, that make practical and useful gifts. Very often the goods are attractive enough in appearance, but the effect is spoiled by an unsuitable box or covering.

The average customer during the Christmas gift purchasing season likes to purchase goods done up in attractive packages. There has been, during recent years, an

increasing demand for such lines as electric irons, food-choppers, toasters, roller skates, etc., to be given as Christmas gifts.

In purchasing these lines the customers in many cases object to the appearance of the plain packages containing the goods.

It is true that some of these lines are often done up in cheap, unattractive packages, which answers the purpose very well, during certain seasons of the year.

During the Christmas season, however, the customers look for neatness in packages as well as in contents.

The plan used by a Hamilton, Ont. hardwareman could be successfully adopted by other dealers. This dealer purchased at small expense, a few rolls of crepe paper which is prepared specially for Christmas trade.

The crepe paper has a white ground, with holly decorations, etc., and costs about eight or ten cents per roll. The paper was used to wrap up packages containing toasters, irons, skates, etc., and made a wonderful difference in the appearance of the packages.

Innovations of this kind are splendid helps in making sales of Christmas goods. Customers like to purchase Christmas gifts in store, where the store and goods have a Christmas-like appearance, and hardwaremen can, at very small expense, greatly improve the appearance of their stores and the goods they offer as Christmas gifts, during the holiday season.



POINTED EDITORIALS.

A Merry Christmas and a Happy New Year to all.

* * *

Are you going to enter Hardware and Metal's annual Christmas window contest?

* * *

If Christmas can help to drive pessimism away, it will have performed a very useful purpose.

* * *

Go beneath the totals. There are always practical lessons to be learned from the detail figures.

* * *

The interests of the local dealer and the local newspaper are identical. And the trade paper is necessary to both.

* * *

Brooms may go up in price. The old adage, "a new broom sweeps clean," might be altered to " a new broom costs more."

* * *

The hardware trade came through the past year without any signs of serious depression. The new year should be one of highest prosperity to the hardwaremen.

* * *

Many hardwaremen have got themselves into a slippery place as far as the skate trade is concerned. They stand in danger of tripping up. The danger and the remedy are dealt with elsewhere in this number.

* * *

The advance in the cost of living is best illustrated by His Eminence, the Christmas turkey. The fat gobbler now costs as much as our grandfathers found necessary to defray the whole expenses of the Christmas season.

* * *

Retail merchants throughout the country are making old Santo Claus an athlete of no mean ability. Some have him arrive with a team of reindeers, others bring him into town in an aeroplane, while others still have him perform acrobatic stunts down a chimney. The old Saint of Yuletide is being thoroughly modernized.

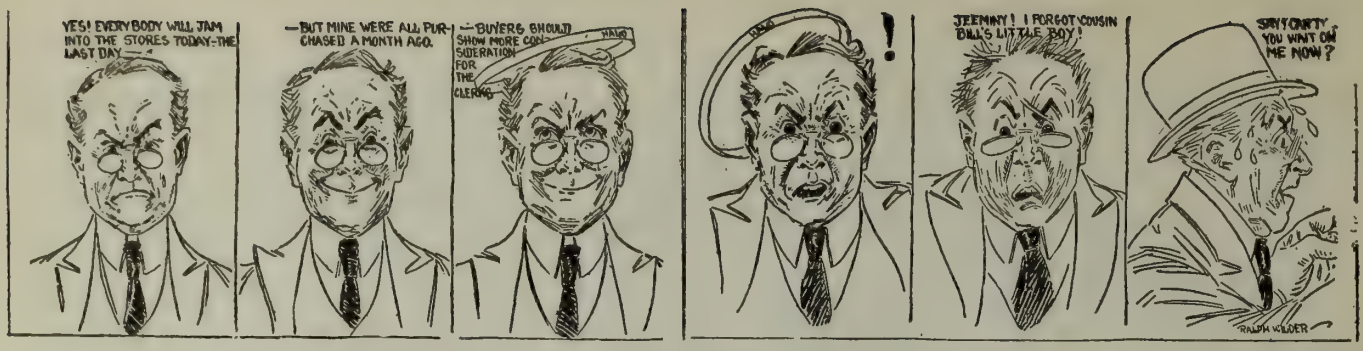
Getting the Christmas Trade

THE part that the hardwareman has taken in the Christmas trade this year has been a large one. The writer has had occasion to visit a number of towns within the last few weeks and in every case has found the same evidences of activity in the trade. Hardware stores everywhere have been stocked with attractive and seasonable goods, the windows have been neatly trimmed, the atmosphere of Christmas cheer and activity has been irradiated. And, a more satisfactory feature still, a splendid volume of business has been enjoyed. Wholesalers and manufacturers report that the sale for goods suitable for the Christmas trade has been steadily growing of late years, evidencing in the most tangible way the progress that the trade has been making toward the goal of a bigger holiday trade.

The contrast between present and past conditions is a striking one. The time is well within the memory of practically every hardwareman when Christmas had no particular significance for him from the standpoint of business. The trade proceeding along the lines of least resistance went to the toy shop, the dry goods store and the jewelery store. If a set of carvers, a razor or an article of that description were needed, the shopper sought out the hardware store. Otherwise his holiday purchases were made elsewhere. There are still to-day many hardware stores which put forth no inducement to attract Christmas trade.

With the improvement of retail methods in the trade, this indifference on the score of Christmas business has gradually disappeared. Hardwaremen began to realize years ago that they were entitled to a share of the profitable business that precedes the festive season, that the stock of the hardware store was one that should appeal to the public. The recognition of this fact led to a wider conception of the possibilities of the season and new lines were introduced. A large number of hardwaremen now carry toys of some description, many handle jewelery novelties. Sporting goods have become a staple line. The same applies to cut glass, brass goods, clocks. Altogether the stock of the hardware store has been so supplemented and built up that to-day no other store offers a more comprehensive or attractive assortment. And the measure of business coming is a justification for the development of the idea.

The success of the play that the trade has made for a larger share of the holiday trade suggests that the same energy might be utilized to increase business at other times of the year. Why should not business in the Christmas lines be maintained at all times of the year. This is done in some stores, but lack of facilities for display prevent many dealers from keeping sales the year around up to the standard set at the holiday season. Why not put this down as one of the new year's resolutions: To continue the featuring of lines in active demand for Christmas gifts during the whole year.



The typical "early" shoppers.

Last Minute Methods of Hardwaremen

What Progressive Merchants Are Doing to Create an Interest in Christmas Lines — Santa Claus Arrives in Aeroplane — Toys Given as Premiums—More Exploitation of Santa Claus—Methods Which Bring Results.

THE methods adopted by some of the Montreal dealers to benefit by the increased buying during the approach of Christmas, is improving yearly and is quite in keeping with modern times. Some firms have been advertising in the local papers but the majority of them are devoting their efforts to window display which seems to be the most attractive for the prospective buyer. It is surprising what part the hardware merchant plays in this great field every year now, as it was not long ago that he was not interested to any great extent in the Christmas trade.

Articles which the hardware man handles and which are suitable for gifts are being displayed in practically all local windows.

A Series of Displays.

One firm situated in the business district have the windows dressed very tastily and the articles displayed are set off to advantage. They are very fortunate in being able to give plenty of room for these displays, their front and entrance comprising six large windows. One section of their display is made up of cutlery and plated ware. Everything from a penknife to a chest of silver is included in the display. Penknives and carving sets seem to be the most popular lines and prominent places are given for both these articles, quite a variety of each being shown. The second section is devoted to the display of electric utilities, irons and toasters playing the leading part and are reported to be "warm" favorites and increasing in demand each year. The third display in the opposite window is that of a seemingly popular safety razor and as this article is put up in special Christmas boxes the demand is reported to be good.

In the next window is a display of brass, copper and aluminum wares. This consists of kettles, chafing dishes percolators and a full line of all such articles which usually play a part in the list of presents. Brass jardinieres are also very popular, in fact all these articles are in demand.

The other two windows at the side or leading to the doorway are arranged with sporting goods, including skates, hockey sticks, boots, and all articles used by the puck chaser. Toboggans, skis, snowshoes, mocassins and soforth, are also shown, and no doubt create quite a demand as this store is situated where transient trade, coupled with a general demand from regular customers, is captured. The windows are all brightened up considerably with little twigs of holly and are also decorated with evergreen. The front is bound to attract the attention of a goodly number of passers-by and the suggestions it carries to the man who is in doubt as to what would be the most suitable gift will certainly help him decide and bring a good return to the store.

Other local dealers, although not quite so fortunate as regards space, have made similar displays and have added greatly to the appearance of their windows by decorating them with evergreen and holly. One firm on St. Catherine Street have used quite a lot of bright red ribbon about four inches in width and it is remarkable how much life this adds to their display.

One merchant has devoted all his space to the display of cutlery and has a very fine window. The variety shown is sure to be of great assistance, too. Another dealer has given most of his space to electric utilities, while still another has made the choice of sporting goods, claiming that Christmas is really for the benefit of the children. In conclusion, there is one point which has been quite noticeable when looking at the different windows. Probably it might only be a matter of opinion but still it seemed that the merchants who added bright red ribbon to their window decorations not only added greatly to the effect but also seemed to put extra life into their display.

The Arrival of Santa Claus.

It was a most up-to-date "Santa Claus" that arrived in Montreal on Saturday afternoon, December 6. The time-honored reindeer had been relegated to the discard and the good old saint made his entry into the city in a Baldwin biplane to the great delight of some twenty or thirty thousand kiddies and their parents.

The flight and descent were the product of the ingenious advertising department of Goodwin's, Limited, department store, and it certainly was a huge success. Interest had been awakened by a series of telegrams which were published in Goodwin's advertisements daily for a week or ten days previous and the big event was eagerly looked forward to by thousands of youngsters. The main idea back of the plan was to get people thinking of Goodwin's as the headquarters for toys and Christmas goods generally. Following the arrival of Santa Claus, on Fletcher's Field, Montreal's big public playground, a procession was formed and a great crowd of children followed Santa and a band to Goodwin's. The streets and the store were simply crowded with people.

Saturday afternoon about half-past two o'clock saw a remarkable scene on Fletcher's Field, when almost twenty thousand people, the majority of them children, gathered to greet "Santa Claus" on his arrival in Montreal.

Shortly before the time announced for his arrival, the eagerly awaited gentleman made his appearance in an aeroplane, from the north, at a height of

about 2,000 feet, and then the slopes of Mount Royal saw thousands of children in ecstasies of joy, some running, some rolling on the grass, but all shouting, "There he is!"

The machine hovered over the field for a time, while the seventy police on duty cleared the path for the landing, and then, with a fine spiral vol-plane, ending with a beautiful swoop, "Santa Claus," dressed in red, with fur trimmings of white, his white whiskers flying in the breeze, arrived in Montreal. The police had all they could do to keep the area for landing clear before the machine touched earth, but once this was done, they were swept aside by the crowd which surrounded the harbinger of Christmas and his twentieth century "reindeer" carriage. The excitement was short, but while it lasted it was the real, genuine article.

What Hardwaremen Are Doing

NOVEL STORE DECORATIONS.

Christmas spirit and Christmas decorations are much in evidence in Carter Bros.' store, Picton, Ont.

The work of decorating the store was completed last week, and those responsible for the undertaking have every reason to be proud of their achievements.

The store interior presents a very striking appearance, and is a perfect bower of evergreens, maple leaves and holly.

Lithographs furnished by the Gillette Safety Razor Co., and the Bissell Carpet Sweeper Co. have also been used with excellent effect in arranging the decorations. W. J. Carter reports that these helps from the manufacturers have been very useful as well as ornamental.

The store is heavily festooned with evergreens, and they have darkened the interior of the store very much, making it necessary to keep the lights going all day.

Electric light shades, furnished by the Bissell Co., produce a very pretty effect.

The electric light fixtures are entwined with maple leaves from the ceiling down to the shades, and wreaths of maple leaves are suspended in the spaces between each fixture.

Christmas bells of red tissue paper are used to good advantage in many parts of the store, while wreaths, made of white leaves and red berries, with the Gillette lithographs encased, look very attractive.

The attention of the decorators has not been confined entirely to the interior of the store.

The whole exterior of the store front is decorated with evergreens, with a long sign bearing a Merry Christmas Greeting surmounting same.

The sign is made of white cotton, while the lettering is red. The sign is surrounded by a border of evergreens.

Carter Bros. have the Christmas spirit, and will, no doubt, secure results from the efforts they have expended in giving their store a holiday appearance.

SANTA CLAUS IN THE HARDWARE STORE.

James & Reid, Perth, Ont., used a novel method to attract a crowd to their hardware store on Tuesday, Dec. 16.

For some time in advance of the above date it was announced that Santa Claus would pay a visit to the James & Reid store. Large space was used in the newspapers to announce the coming of Santa Claus, and also to feature goods suitable for Christmas gifts.

Copies of telegrams were printed on yellow paper and distributed around the town. Following are the telegrams:

FIRST TELEGRAM.

Received at Perth, Dec. 11th,
From Arctic Circle.

To James & Reid, Perth Ont.

Dear Old Friends and all your Employees,—I am leaving the Arctic Circle to-day ,via Edmonton, Winnipeg, Port Arthur, Toronto and Peterboro, for Perth. Will be there on C.P.R. express due at Perth at 3.45 afternoon of Tuesday, December 16th. Want all little Perth boys and girls to meet me at the station and follow the crowd to James & Reid's big hardware store on the corner, where I will give all the little ones a bag of candy.

Your friend,
SANTA CLAUS.

SECOND TELEGRAM.

Received at Perth, Dec. 13th,
From Port Arthur.

To James & Reid, Perth.

Dear Friends,—I am on the way making good time. Be sure and tell all little boys and girls to meet me at the station on arrival of Toronto express Tuesday afternoon and march up with me to James & Reid's store, where I will give all little ones a bag of candy, as James & Reid's is the only store I will visit. Tell them to follow after me in by front door and pass out by side door.

Your friend,
SANTA CLAUS.

Needless to state, the arrival of Santa Claus drew large crowds of children and their parents, and the firm secured considerable publicity through their novel method of advertising.



A novel advertising stunt—The arrival of Santa Claus at Fletcher's Field, Montreal.

Mail Order Houses and the Newspapers

Editorial Arouses a Great Deal of Discussion on Subject of Vital Importance to the Retail Merchant—Metropolitan Newspapers Circulated at Low Rate Carry Mail Order Advertising—A Word For the Trade Press.

SOME time ago an editorial appeared in this paper in which the statement was made that mail order interests held stock in certain metropolitan newspapers.

The editorial pointed out that the newspapers carried the advertising of the mail order houses to all sections of the country and went on to say:

"The trade of these houses has grown enormously in these cities where these dailies circulate, but in the other cities and smaller places where there are good local newspapers, they have not made the same gains, because the local newspapers are well edited and are loyal to their local merchants and refuse to carry the advertising of the big city store. The only way in which the big dailies can make headway is by cutting their prices. They get $3 to $5 a year in Montreal, Toronto and Winnipeg, but sell in other cities at 50c to $1 a year. This does not pay for the white paper on which these newspapers are printed, but the heavy deficits are made up by subsidies through big advertising contracts and in other ways, and by the low postal rates. The merchants and newspapers outside of these three big centres should get together and insist that no newspaper should have the privilege of the mails which has a lower subscription price outside than in the centre in which it is published or which sells at less than the cost of the paper used."

This editorial created a wide degree of interest. Not only have many retail merchants realized for the first time that the mail order menace has been fostered in this way, but the newspaper press of the country has become aroused. The newspaper published in the smaller city or town, with a circulation largely local, has a double interest in this matter. The invasion of the cut-rate metropolitan daily threatens the circulation of the local newspaper. But it does more than that. It carries mail order advertising broadcast and thus threatens the local merchant who is the mainstay of the local newspaper.

That this phase of the situation is being recognized, is evidenced by the comments which have appeared in the daily and weekly press.

The Port Elgin Times says, in part, under the caption, "Unfair to small retail merchants."

"The smaller retail merchants throughout the country are at an unfair disadvantage under the present postal arrangements. Because they are subsidized by the big mail order houses, some of the metropolitan dailies are selling their newspapers at outside points at a mere fraction of what the white paper costs. As these advertising sheets go through mails at newspaper rates, it simply means that the government is circulating the advertising literature of the big department stores practically free of charge. Already the mails are almost clogged with these advertising sheets and the situation is becoming steadily worse. The mail order dailies do not actually interfere with the circulation of local newspapers except selling an unfair standard of newspaper values. The unfairness is in a greater degree to the retailers. The effort of some local newspapers to give their town merchants a fair show by refusing to carry department store advertising is offset by the unfair advantage which the postal department gives to the 'dollar' dailies. We believe that the suggestion of the Drygoods Review that the big dailies be forced to charge the same subscription price in the country as in the city, would provide a proper and adequate remedy. This is a matter which should receive the serious attention of the retail merchants in their association."

This is typical of the attitude adopted by the newspapers throughout the country on this vitally important problem.

The Value of the Trade Papers.

It is also evident that the value of the trade press is fully recognized by the daily press. The one great object of the trade paper is to serve the best interests of the trade to which it applies, to work for the advancement of the merchant, to help him in his daily problems, to show him what others in his particular line of business are doing. It follows that the trade press has been a staunch advocate of the value of advertising for the merchant and has thereby influenced many to a course which has brought them increased business.

The good work of the trade press is eulogized in the St. Mary's Journal, as follows:

"Few people realize the value of good trade newspapers to the whole community. It is wrong to imagine that advertisements monopolize the columns of the average Canadian trade paper. Yet the advertisements alone are worth many times the subscription price to the progressive retailer. The trade paper not only contains valuable information in regard to prices and trade conditions, but it is the apostle of good merchandizing, the breeder of live ideas which make for prosperity in the communities in which it circulates. For instance in the advertising field, the trade journalist, who understands the science of advertising and appreciates its value, passes his ideas on to his readers. And he is doing more to educate the retailers of Canada to the value of judicious publicity than any other single agency."

EXPRESS CHARGE REDUCTIONS.

Ottawa, Dec. 17.—The Railway Commission to-day issued an order reducing express charges for the handling of freight bills of lading and collection of moneys thereunder.

At present the express companies forward bills of lading for freight shipments, they, however, charging for the collection and return of money under the bill of lading 1 per cent.

By the order signed to-day a change in the express classification has been made. Under this a new rule provides for the charge of one-eighth of 1 per cent., with a minimum of 1 per cent. on $100 on one company's line, and 1½ per cent. when carried by more than one company.

In practice the present and the proposed rules will work out as follows:—On $100—present, $3; proposed one line, $1; two lines, $1.50. On $300—present, $3; proposed one line, $1; two lines, $1.50. On $500—present, $5; proposed one line, $1; two lines, $1.50. On $1,000—present, $10; proposed one line, $1.25; two lines, $1.50. On $2.000—present, $20; proposed one line, $2.50; two lines, $2.50.

COMPANIES INCORPORATED.

Columb Tyres Import Co., Ltd., capitalized $50,000, with head office in Toronto, has been incorporated for the purpose of manufacturing, selling and dealing in tires for automobiles, bicycles, vehicles, etc.



An interior view of the store of H. Sylvestre and Fils.

A NEATLY ARRANGED STORE

WHEN the firm of H. Sylvestre and Fils, Montreal, moved from their old address, 1111 St. Lawrence Main to 958 St. Denis Street, Mr. Sylvestre decided that a new system for stocking the different lines was to go into effect in his new premises. He has spared no efforts to get everything up to the mark and, from an outsider's point of view, he seems to have been very successful. All his stock, or at least 90 per cent. of it, in the new store is under cover. By this statement we mean to infer that the system adopted by this firm is what is termed by some as being the "dustless" system. On one side of the store the usual row of show cases is displayed, while on the opposite side new fixtures have been installed whereby goods may be displayed behind glass doors. These fixtures resemble a show case, in fact, could be termed show cases, but they are only about two feet wide and reach almost to the ceiling. These cases rest on a set of drawers, about three feet from the ground, and access to each compartment can be had without interfering with the one on either side. These compartments are fitted with electric lights which are worked by a switch at one end of the cases. When the occasion arises for a clerk to show a customer any line which is displayed in any one of these cases, the effect is very striking when the lights are switched on.

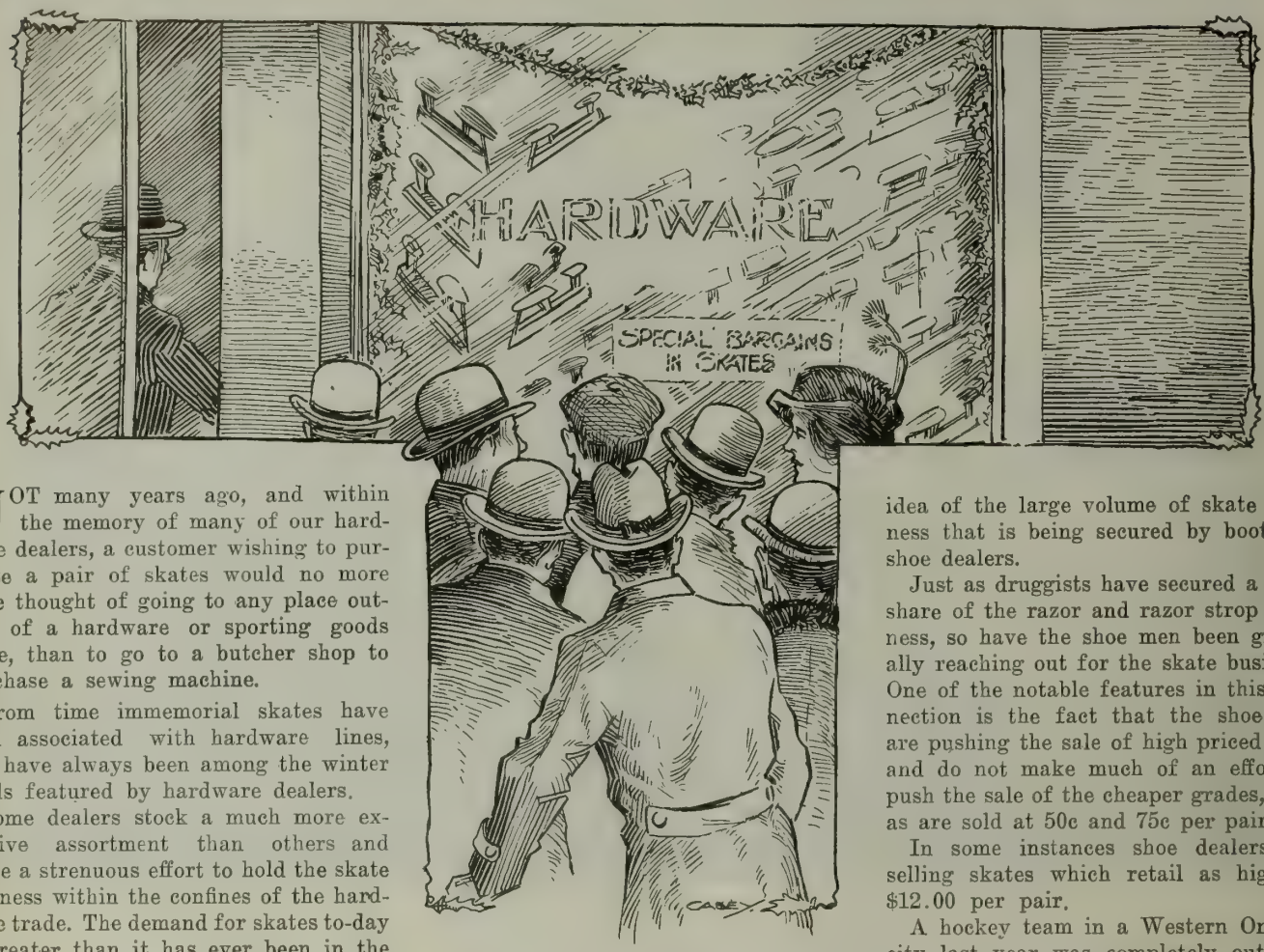
The drawers underneath these cabinets contain small wares, a sample of each article being screwed on the outside of the drawer it is in enables any member of the staff to locate each article without the least trouble. At the back of the store is the paint department, where a full line of paints, oils, putty and glass is stocked. Passing through a door at the back of the store you come to the office and back of that again is a big storeroom where they keep their stock of snow shoes, skis, nails, wire netting and such other articles which cannot be shown in the store.

In the basement, they have the biggest part of the space available arranged for the display of goods. Enamelware and household lines are on display down stairs, together with such of the stock as was brought from the old store.

It is the policy of this firm to dress their windows at least once a week. They claim that it is not only a good advertisement, but that they are able to display all their stock at different times and keep their customers in touch with the lines they are handling.

The one outstanding feature of this firm is the fact that they have one price for every article, and it matters not whether a man or a child comes to make a purchase the article is always sold at the one price to every one. Another point which Mr. Sylvestre is very strict about is this. No matter whether a customer only comes in for a ten cent article, if he gets there first he is served first and if another customer happens along just after and wants a ten-dollar article he must wait until the wants of the first man have been attended to. Terms are cash and very little, if any, credit is allowed.

Hardwaremen Must Hold the Skate Trade



NOT many years ago, and within the memory of many of our hardware dealers, a customer wishing to purchase a pair of skates would no more have thought of going to any place outside of a hardware or sporting goods store, than to go to a butcher shop to purchase a sewing machine.

From time immemorial skates have been associated with hardware lines, and have always been among the winter goods featured by hardware dealers.

Some dealers stock a much more extensive assortment than others and make a strenuous effort to hold the skate business within the confines of the hardware trade. The demand for skates to-day is greater than it has ever been in the past. We now have artificial ice rinks, free skating rinks kept up by municipalities, and many other up-to-date rinks and skating resorts which did not exist in the early days of skating in Canada. Fancy skating has after a lapse of several years, been revived and there is a big demand for high grade figure skates.

Hockey clubs flourish in all parts of the country. Public school, Sunday school and mercantile leagues are much in evidence and in several Canadian cities strictly hardware hockey leagues are to be found. Skating clubs and ladies' hockey teams are also very numerous.

It is to-day as it has been for many years the ambition of every young boy to become a skater. Nearly all young boys are ambitious during the winter, They wish to become expert skaters or hockey players. If the necessary wherewithal to purchase hockey sticks and pucks is not forthcoming, they resort to shinney sticks, and tin cans, but they cannot secure substitutes for skates and thereby hangs a sale.

Each succeeding year sees an increased demand for skates.

Despite the fact that there is a greater demand existing for skates to-day, than there has ever been in the past, there are some hardware dealers who say that their skate business is not as large as it was a number of years ago.

Other dealers are just holding their own and doing about the same volume of skate business each winter.

This state of affairs can be accounted for in some instances by lack of initiative on the part of hardware merchants and in other cases by a new situation which has developed rapidly during recent years. An authority on matters pertaining to the skate business, says that hardware dealers have little or no idea of the large volume of skate business that is being secured by boot and shoe dealers.

Just as druggists have secured a large share of the razor and razor strop business, so have the shoe men been gradually reaching out for the skate business. One of the notable features in this connection is the fact that the shoe men are pushing the sale of high priced lines and do not make much of an effort to push the sale of the cheaper grades, such as are sold at 50c and 75c per pair.

In some instances shoe dealers are selling skates which retail as high as $12.00 per pair.

A hockey team in a Western Ontario city last year was completely outfitted by a shoe merchant. The goods sold to the hockey team included hockey sticks, pucks, skates, sweaters, skating boots, shin-guards, straps, etc.

Some of the finest skate displays shown last winter, appeared in various parts of the country in the show-windows of the shoe dealers.

The writer saw a splendid display of skates, hockey sticks, pucks, skating boots, etc., in a shoe dealer's show window last week.

In some parts of the country there are hardware dealers who are allowing the skate business to drift away from them. In towns where the shoe-dealers have secured a grip on the skate business, the hardwaremen should immediately take steps to reclaim their share of the lost business.

The skate business is growing, and will continue to grow as the country expands and the population becomes greater.

The skate line should be one of the hardware dealers best selling and most profitable winter lines, and the loss of this class of trade means a serious loss in profits.

It has been said that the shoe dealers

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YOUR SKATE TRADE.

How have your skate sales been of late years? Have they been increasing, remaining constant or falling off? If they have not been increasing, it is time to go seriously into the question, to find what the reason may be. The accompanying article may show where the trouble has been.—Editor.

Conditions Existing in Woodenware, Brooms, Etc.

Past Year a Good One for Woodenware—One Firm Going Into Fibreware Extensively—Wooden Clothes-peg Trade Being Supplied by One Manufacturer—Profits Clipped in Paper Bags.

A good year for woodenware is reported by a number of manufacturers, one or two declaring that their production has exceeded last year's. This may be due partly, to the withdrawal of one from this particular field during the year. Even the month of December to date has witnessed good business.

The only exception that is mentioned is brooms, and there appears to be a general agreement that the "consumption" has fallen off considerably the last few months. This is ascribed to natural conditions in the country that have resulted in a tendency to curtail the purchase of brooms. This was more noticeable after the recent advances in price noted in Hardware and Metal on two occasions. The rising market broke ordinary records and did not stimulate business.

The average increase in brooms compared with last spring has been 65—75 cents per dozen retail and $1 in the case of fine brooms. Indeed the latter now are becoming very scarce and the quality of broom straw that is being offered to manufacturers is deteriorating. Common grade is being advanced to medium, and medium to fancy, and what would have passed as "culls" before, is now dignified as "common."

How Broom Corn Went Up.

A manufacturers' agent stated to Hardware and Metal that where prices ranged from $40 to $60 per ton for the broom corn last June, they are up to $160 now for average quality, and fine grades are being quoted at $220.

There is some difference of opinion as to whether the price will advance still more. One manufacturer said he felt positive it would go up after the first of the year: another said that the drop in demand would tend to prevent another increase. Both agreed that brooms would not go lower for some time.

"June or July of next year seems likely to see the first drop, if there be any. If next year's crop promises well at that time, prices may go down to avoid carrying over stock from this year.

"Brooms will not go down again until the visible supply of corn is up pretty high, and during the next few months the scarcity and poor quality may mean a further increase in the present cost."

Trade in Pails Good.

Business in pails has been keeping up well. Sales of lard pails are reported a little quiet, but candy and pickle pails are doing well. The latter has been particularly good—better than usual—as the open weather permitted the shipment of pails of pickles in ordinary cars up to the end of the first week of December. However, all three uses of pails mentioned above are in connection with close-selling businesses, so that the margin of profit for the manufacturer has, necessarily, been small, and some claimed that under conditions of overproduction they have been losing money for several years past.

Clothes Pin Production.

The situation in entirely wooden clothespins has seen an interesting development during the year just closing. A couple of firms were engaged in the manufacture of the style that have retained their popularity for, one had almost said, hundreds of years. Each had capacity for turning out a production equal to five or six times what was required. The burning of one factory a few months ago left the other in control of this particular field, although it has at least one rival in the whole field.

"In the United States," said a jobber to Hardware and Metal, "the clothespeg business is pretty well controlled by one organization, but the estimates for this year fell below actual demand by some 300,000 cases, and a Canadian company was called on to supply the deficit. The advance in prices in the States naturally was followed by one in Canada, and for the first time in years the making of clothespins is carried on at a fairly decent profit. The present wholesale price, 65 cents a case, is higher than ever before, but unless there is a slump across the line, there seems no chance of a change in Canada."

Fibreware Pails and Tubs.

One Canadian manufacturer is going extensively into the fibreware business, in pails, tubs, etc., pursuing the plain wooden article into all the fields it has long occupied. During the last six months samples have been sent out of fibreware, pails for jam, lard, mincemeat, laundry ink, fire purposes, and almost every other imaginable line. The output, of course, includes tubs of all descriptions.

Although prices of lumber are increasing steadily there is, as yet, no word of a rise in woodenware. The competition in the Canadian field is very keen; and this may prevent an "equalization of rates," as the manufacturer would say.

Some Cutting in Paper Bags.

A transition to paper bags is an easy one, as many jobbers, as well as manufacturers combine the two. Prices of bags are claimed by the latter to be too low for a fair profit. Price cutting began early last spring and there is no sign of a return to the old rates. The demand for paper bags has grown enormously among the merchants of Canada and the orders for Toronto alone are said to be millions short of being able to be filled.

HARDWAREMEN MUST HOLD THE SKATE TRADE.

(Continued from page 42.)

can sell skates on account of selling skating shoes. This, no doubt, helps to a greater extent, although the newspaper advertising, and window displays of the shoe dealers are also important factors.

Holding the Trade.

The hardware dealers in Hamilton, Ont., believe, and rightly so, that the skate trade belongs to the hardware dealer, and they have made strenuous efforts to retain the lead in this line. The result is that the skate trade in Hamilton is confined almost entirely to hardware and sporting goods dealers, but principally to the former.

Hamilton hardwaremen carry skating boots in stock, and feature them strongly in their show windows and advertising.

The result of the hardwaremen's activity and up-to-date methods has been, that they have no opposition from the shoe-men, in fact, the latter are losing some trade on account of the hardwareman selling skating shoes.

There are hardware dealers who have sold hockey boots for a number of years and have found them a profitable line to sell, but there are many others who have not taken up the line.

In towns or cities where shoe dealers are selling skates, the hardwaremen should take immediate steps to meet the competition and try and hold the skate trade which really belongs to the hardware trade.

Hon. T. W. Crothers, Minister of Labor, last week visited the plants of the Dominion Iron and Steel Co. at Sydney, N.S., and of the Nova Scotia Steel and Coal Co. at North Sydney and Sydney mines.

HARDWARE LETTER BOX



Buckeye Grates.

The McKeown Hardware Co., Lethbridge, Alta.—"Can you advise us who manufactures the Buckeye Basket Grate?"

Peerless Manufacturing Co., Louisville, Ky.—Ed.

Natural Gas Fixtures.

Van Tuyl & Fairbank, Oil Springs, Ont.—"Can we trouble you to give us names of manufacturers of natural gas lighting fixtures?"

T. F. Bermingham, 20 John Street S., Hamilton; Auer Incandescent Light Mfg. Co., 18 Notre Dame W., Montreal."—Ed.

Standard Oak Heater.

J. G. McDonald, North Bay, Ont.—"Kindly let me know who makes the Standard Oak Heater, No. 25."

National Manufacturing Co., Ottawa, Ont.—Ed.

Frosted Windows.

Roy E. Harris, Stratford, Ont.—"Can you advise the trade the name of the paste which is used to prevent store windows from frosting?"

There has been a number of articles put on the market for the prevention of this, but none of them have ever been very satisfactory. We know of no paste which is made at present for this use. The most satisfactory method we know of is to instal an electric fan in the window. Methylated spirits, alcohol, glycerine have been used to good advantage. They will usually keep off the frost, but smear the window.—Ed.

Washington Grates.

Carleton Hardware Co., Ottawa, Ont.—"Would you kindly advise us who manufactures the Washington grate,"

J. H. Hanson & Co., 422 St. Paul St., Montreal.—Ed.

Natural Gas Fixtures.

W. G. Thompson, Oil Springs, Ont.—"Please give us name of manufacturers of natural gas lighting fixtures."

See inquiry above.—Ed.

Universal Steamers.

The Landreth Hardware, Lemberg, Sask.—"Will you please give us the name and address of firm manufacturing Universal Steamers; also what firms handle same?

Landers, Frary & Clark, New Britain, Conn., manufacture the Universal line. A. McFarlane & Co., Montreal, Que., are Canadian representatives.—Editor.

Christmas Window Contest

THE ANNUAL Christmas window contest of Hardware and Metal has become one of the best known fixtures in the trade. Each year the interest becomes greater and the quality and number of windows entered increase. Last year's contest was one of exceptional interest and a large number of splendid windows were placed in competition. One of the judges—a window trimmer in a large departmental store—said: "I certainly had no idea that hardwaremen dressed their windows on such a superlative scale."

This year's contest will be conducted on similar lines. As usual, two contests will be held; one for stores in places of 5,000 population and upward and the other for stores in places under 5,000. The prizes will be as follows:

PLACES OF 5,000 AND OVER.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

PLACES UNDER 5,000.

First Prize	$5.00
Second Prize	3.00
Third Prize	2.00

In order to stimulate competition, a further inducement is offered. All who enter displays, which are deemed worthy of reproduction in Hardware and Metal, but who are not awarded prizes, will be given the sum of $1.50. This will cover the cost of photographing the window and will thus secure those who enter against loss whether they are successful in winning a prize or not.

PRIZE FOR ESSAY.

In addition a prize of $5.00 will be awarded to the window trimmer who sends in the best article on his methods of handling his work; viz., how he plans his displays, how he arranges his work, how he traces his results, etc.

The judges will be three well-known retailers in different parts of the country. Judging will be done on the following basis: Selling power, 60 per cent.; attractiveness, 30 per cent.; description of methods of construction, 10 per cent.

The contest will close on Saturday, December 27. No photos received after that date will be entered unless there is proof that they had been delayed in transit.

All matter should be addressed to "The Editor, Hardware and Metal, 143-9 University Ave., Toronto," and marked "For Christmas Window Contest."

ARE YOU GOING TO ENTER?

Getting Stove Sales During Month of January

This is a Good Season of the Year, and Could be Turned to Better Account by Pushing the Sale of Stoves — Why the Business in Stoves Should Not be Difficult During This Period.

Why do the departmental stores hold whitewear sales in January and furniture sales in February and August? It is quite obvious that these lines would not ordinarily be good sellers during the months thus chosen for their active exploitation. Nevertheless, these sales have been worked up to the stage where they have become annual merchandising events of unusual importance. The truth of the matter is that, in order to fill in what would otherwise have been dull periods, certain lines were picked out and clever publicity efforts did the rest. These sales are now fixtures. Why cannot the hardwareman do the same with stoves in January.

Three more business days and then Christmas,—after that comes the annual stock-taking, an undertaking which to some proprietors and their employees is an irksome task.

In some stores stock-taking means disorganization of stock, tired clerks and a relaxation of selling effort, the process of stock-taking extending over a period of two or three weeks during which time the sales end of the business is to a large extent neglected.

In other stores you find an entirely different state of affairs. Stock-taking runs along smoothly, and systematically. Customers entering the store receive as prompt attention as at any other time, and there is no relaxation in endeavors to make sales.

In the majority of hardware stores, stock-taking extends into the month of January. This being the first month of the New Year should be a month in which the dealer would bend every effort to secure a good start in his New Year's business.

If stock-taking, or the thought that January is a quiet month anyway, is allowed to deter the merchant and his employees from endeavoring to secure a good volume of businesss during the first month of the New Year, the chances are that many good opportunities for sales will be lost.

The first day of the New Year is observed as a holiday, but on the second day of the New Year, activity in the hardware store should begin. Get a good start during the first month of the year and the chances are that the following months will also be properly looked after.

Despite the fact that the demand for some lines is not heavy during January, there are many lines which can be sold readily and profitably.

Included among these lines is the stove line. Stoves are always needed. There is no season of the year when stoves of some description are not necessary.

During the winter months particularly, the need of stoves is much in evidence.

The most severe weather of the Canadian winter is generally experienced during the months of January and February. With the advent of the severe January weather, some people realize for the first time the inadequacy of their heating and cooking equipment.

The old stoves which have done service for many years, and which answered the purpose during the early, and milder period of the winter, are put to the test on the arrival of a prolonged cold snap, and in many cases are found wanting.

There are also old stoves which consume a large amount of fuel and give poor service in return.

Owners of unsatisfactory stoves,—and there are many of them—are always excellent prospects to approach with a view to selling new stoves.

It is true that there are people, who will try to make their old stoves last until Christmas and after that date they will put off purchasing until the next year.

There are, however, many people who will purchase stoves after Christmas. Owing to the mild weather which has prevailed during the past two months, many householders have not felt the real need of new and better stoves than the ones they possess. With the advent of cold, snappy weather which is sure to follow they will be in the market for stoves and the live dealer, even though he may be engaged in stock-taking, will not let a splendid opportunity for making stove sales pass-by. Stove sales allow a very good margin of profit and a good number of stove sales made early in January will help to swell the profits for the first month of the year, as well as stimulate business during a month that is generally conceded to be one of the quiet months.

In preparing newspaper advertisements featuring stoves early in January, it is advisable to point out the fact that the most severe period of the winter is to follow, and that stove-purchasers, in addition to securing considerable warmth and comfort from a new stove, will also effect a large saving in fuel.

Prospective purchasers are often found among people changing their place of residence. Although the winter is an undesirable time to move, there are many people who are forced to do so. They often find that the heating and cooking equipment which they used in their former home is not suitable for the new home to which they have moved and a visit to the stove dealer is the result.

There are also quite a number of newly married couples who need stoves during the first month of the year.

Gas ranges have also grown to be an all-year round seller and merchants who a few years ago would not think of carrying a stock of gas ranges during the winter months, now find it necessary to carry an assortment during the winter, as well as during other seasons of the year.

Stock-taking, although very important and deserving of close attention, if properly conducted, will not interfere with regular business, and dealers should employ stock-taking methods that will not have the effect of causing sales to dwindle, or inactivity to creep into the stove department, during a period when a large number of sales can be made.

DENIAL OF RUMOR.

The report has been current in Toronto that the Ottawa Paint Works would open a branch warehouse here in the near future. Hardware and Metal is in receipt of a letter from the firm stating that the report is incorrect.

The Ottawa Paint Works have a resident traveller in Toronto, C. W. Robinson, 40 Brooklyn Ave., who is looking after the Ottawa Paint Works interests, and those of the Ottawa Varnish Co., Ltd. He covers the city of Toronto and Western Ontario.

The Tendencies of Retail Advertising

The Largest Retail Advertisers Are Showing a Tendency Toward Simplicity of Layout and the Use of Lighter Faced Type — Prominence of Price Quotations is a Most Marked Feature—No Tendency Yet Noted Toward the Use of Smaller Space.

In what direction is retail advertising tending? The history of the evolution of advertising would be one of absorbing interest. There is a vast difference between the old stereotyped announcement and the typical advertisement of to-day with its bright illustrations, balanced layout and typographical niceties. There will be just as much difference between the ad of to-day and the form of publicity that will be generally accepted twenty years from now.

Changes of this kind come about slowly. New ideas are exploited in certain quarters and, as they prove, or fail to prove, their feasibility, are gradually adopted or quickly discarded. There are always certain leaders of thought, or founders of new schools in advance of the mass. They are the pioneers of advertising and the rest follow in their wake.

The next few years will see important changes in the form and principles of advertising. Advertising will, undoubtedly, be gradually placed on a basis of higher efficiency. Less will be done by guess work. Appeals will be based along well defined lines. Tests and experiments now being conducted by specialists are establishing beyond all cavil the kind of matter which appeals to the average person. By the more thorough carrying out of tests, it will become possible in time to place the microbe of latent desire under the microscope of analytical study and determine many of its characteristics; to determine what attracts the mind and what repels, what arouses interest or the desire of possession and so forth. In time, it should be possible to turn out advertisements with the moral certainty that they will have the desired result.

Many developments are noticeable in the advertising field at the present moment. In some cases they are of a very different nature. Some leaders are going in one direction. Others are taking the opposite tack. Many advertisers are filling their space with illustrations of a luridly original character—sketches of the new schools of art, girls like Egyptian hieroglyphics, with elongated limbs and grotesque faces. They claim that it is the "latest thing" and that the public clamors for it. Perhaps. But the fact remains that still another school of advertisers are proceeding along the lines of simpler advertisements,



Advertisement of a St. Louis department store, reproduced as it typifies a distinct trend in retail advertising.

eliminating all cuts and fancy layouts and pinning their faith to the dignified ad, with straight set matter and plain rules. That either school will prevail and draw the great volume of advertising that way, does not seem at all likely. In the one case it would make advertising a frenzied attempt to interest people by exaggerated and freakish innovations; in the other it would reduce all advertising to the dead level of commonplaceness.

On the whole, however, the trend seems to be toward simpler effects. Good illustrations and few of them, is the motto of many a prominent advertising man to-day. No longer is it deemed advisable to sprinkle cuts of indifferent value in every corner of an advertisement. It has become generally recognized that this detracts from the value of an advertisement in a most marked degree.

The End of Exaggeration.

One development of a comparatively recent date which bids fair to become universal is the reaction from all forms of exaggeration. It was a common thing at one time—and not so very long ago—to carry exaggeration to an extreme point. Values were unscrupulously raised, descriptions were written in fancy terms, comparisons of a most sweeping nature were drawn. Everything advertised by those, who fell into this trend was the "best on the earth." The person who purchased solely from advertisements must have been sorely pressed at times in making selections.

It was recognized in time that this was having a seriously detrimental effect. People were beginning to take what they read with a pinch of salt. Too much exaggeration would inevitably have undermined public confidence. And so a strong reaction has set in. The best advertisers are now keeping their statements within the facts and are not indulging in sweeping announcements with the regularity of old. Even where the facts warrant a "big scream," the advertising man injects conservatism as well as enthusiasm into his pen.

This change will be a welcome one to the advertiser as well as to the public. The opportunity to present goods to the public for exactly what they are worth, without feeling it necessary to overestimate them in order to offset the opposition, will be eagerly grasped. After all, the average person has a proper, level-headed notion of values. The most sure way of getting results is to present a proposition to them in a business-like way, without any superfluous claims or wordy effusions.

Smallers Ads Coming.

The head of a large house which has spent many millions of dollars in advertising, Sir Joseph Beecham of Beecham's Pills fame, makes the assertion that an era of smaller space advertising is at hand. He believes that the large departmental stores are going to limit their space, and more carefully select their matter.

Certainly, however, there seems no evidence of this yet. The writer made a careful test of the advertisements in twenty representative Canadian and American newspapers extending over a period of a week, and, wherever possible, made comparisons with the showing of the previous year. The finding was that the big advertisers were using as much space as ever. In the case of several Canadian stores, the amount of space used during the period was practically identical with the same period last year.

There seems little reason to doubt that the use of large space by firms doing business on a large scale is bound to continue. Where there are a multiplicity of lines to be featured, the necessity for large enough space to do justice to each, cannot be escaped. Some of the departmental stores have to some extent tried the scheme of using space in different parts of the paper. This is conceded to be good practice in some instances but the advisability of concentrating the complete announcement of a firm in one place where the reader can see it all is so unmistakable that the other method does not seem likely to make much headway.

Featuring Prices.

Perhaps the most marked trend is toward the featuring of price. At the present moment, the writer has before him a dozen or more advertisements of large American departmental stores. Without exception, the one feature that is most conspicuous in each is the prominence that is given to prices. The figures stand out with almost the distinctness of a jet of light against the background of a dark curtain. A sample is reproduced herewith which is fairly typical of them all. Note the size of the figures, the full depth in almost every case of the description which accompanies it. This advertisement is extreme beyond all doubt. The price could be made sufficiently prominent without going to this extreme. But there is this about the ad: It points the trend.

Lighter Type.

Another very marked characteristic of advertising which may fairly be claimed to be "blazing the trail" is the tendency away from heavy type. The ban is put on the black poster type so dear to the advertising man of a past day. The endeavor seems to be to give the copy a light appearance. No objection is made to the use of large type but the styles most in vogue are of light face. The outline type shown in the Kline advertisement has come into great popularity and is used by a great many of the largest stores

Greater Simplicity.

In further reviewing the specimens at hand, it is seen that the tendency toward greater simplicity is evidencing itself in many ways. Headings with pictorial effects are not seen as much as formerly. There are still plenty of large advertisements seen which have elaborate headings across the top but with the most of the specimens in hand, this is not done. The reason for this apparently is to prevent too much prominence centering in the artistic effects.

Simpler borders also seem to be the rule. As is the case of the advertisement reproduced, a single rule border is favored by many. The panel effect is used as much as ever but the panels are plainer, ornate effects being eschewed almost universally.

This briefly sums up the trend in retail advertising as accepted from the advertisements of a score of large departmental stores. On the whole, it can be asserted that a decided improvement is being worked out.

PUSH PRE-CHRISTMAS SALES.

Among the stocks on hand which are found at the present time in the hardware stores throughout the country are such lines as hand-sleighs, baby cutters, toboggans, bobs, skates, snow shoes.

These lines are seldom fast sellers unless we have a considerable amount of snow. There are many dealers who are now anxiously awaiting the advent of snow in order to move these lines. It is a well-known fact that many lines are fast sellers before Christmas providing we have snow before that time, but prove to be slow sellers after the Christmas trade is over.

The best plan is not to wait until the arrival of snow before you try to get customers interested in these winter lines. It may be rather hard to dispose of some of the lines before the snow arrives, but just the same you are getting customers interested and they will think of your store when they are ready to make their purchases.

A SHOWING OF TOYS.

To see an array of 1,500 toys in one show window, all of which are to be given away free, would be something out of the ordinary.

This novel plan was used by B. Carriere & Fils, Hull, P.Q., to increase their sales during the Christmas season.

A toy was given away free with every 50 cent purchase.

Would You Throw Good Money Away?

How many men would deliberately throw out a pile of rubbish which they knew contained money? And yet there are scores of men in this town who are carelessly throwing out the equivalent of money because they are too careless or too indifferent to find the remedy.

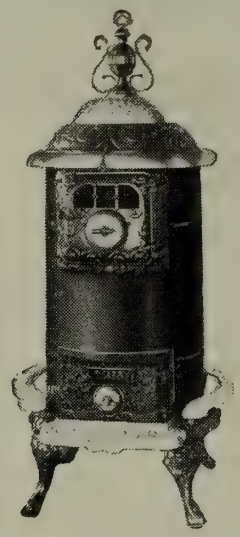
The man who does not sift his ashes throws out good coal which, if saved, would reduce his coal bill at least 25 per cent, It has been demonstrated that the use of siftings will very materially cut down the consumption of your furnace or heater.

(Cut of Sifter Here.)

Many men do not sift ashes because it is such a dirty, dusty job. This excuse can no longer be advanced. The ———— Sifter is absolutely dustless, easy and rapid to operate. A few minutes each day will separate the good coals from the ash without any inconvenience or labor.

And what is more, the ———— Sifter is moderate in price, you will save enough on your coal bill in three months to reimburse yourself for the purchase of the sifter.

The City Hardware Co.
Phone 136



Never too Late For a New Heater

Because the winter is now well started is no reason why you should postpone the purchase of a new coal heater until next fall. You may think that the old stove will do for another year, but would it be an economical measure to make it do? An old stove is a heavy consumer of coal, it does not keep the house as comfortable as health requires. With the saving on coal bills and doctor bills you will soon get back the purchase price of the new stove.

As an inducement to you to visit our stove department we are offering a special list of January prices on all stoves in stock. The reductions are made in order to clear out our stock and will be held open only during the next two weeks.

(LIST OF PRICES HERE.)

Smith Hardware Co.
Phone 136

Suggestions for seasonable advertisements.

Problems For Sheet Metal Workers

Showing How to Develop Patterns for a Coal Scuttle—Proportions May Vary to Suit Fancy—A Seasonable Problem.

ON the accompanying plate we show how to develop the patterns for a coal scuttle the proportions and shape of which may vary.

Fig. 1 shows an elevation of a coal scuttle. Fig. 2, a half plan.

Fig. 3 a half profile of the orifice or mouth.

Fig. 4 a section through G-S of the elevation.

Fig. 5 the stretchout or true length of the line G-F of the elevation.

Figs. 6, 7, 8, 9, 10 and 11 show the diagrams of sections of solid and dotted lines giving the true lengths of the solid and dotted lines shown on the elevation. While Figs. 12 and 13 show the patterns of the front and back pieces these patterns being doubled and the seams made on the lines A-G and 4'-m of the elevation or u-v and 4 m of the plan.

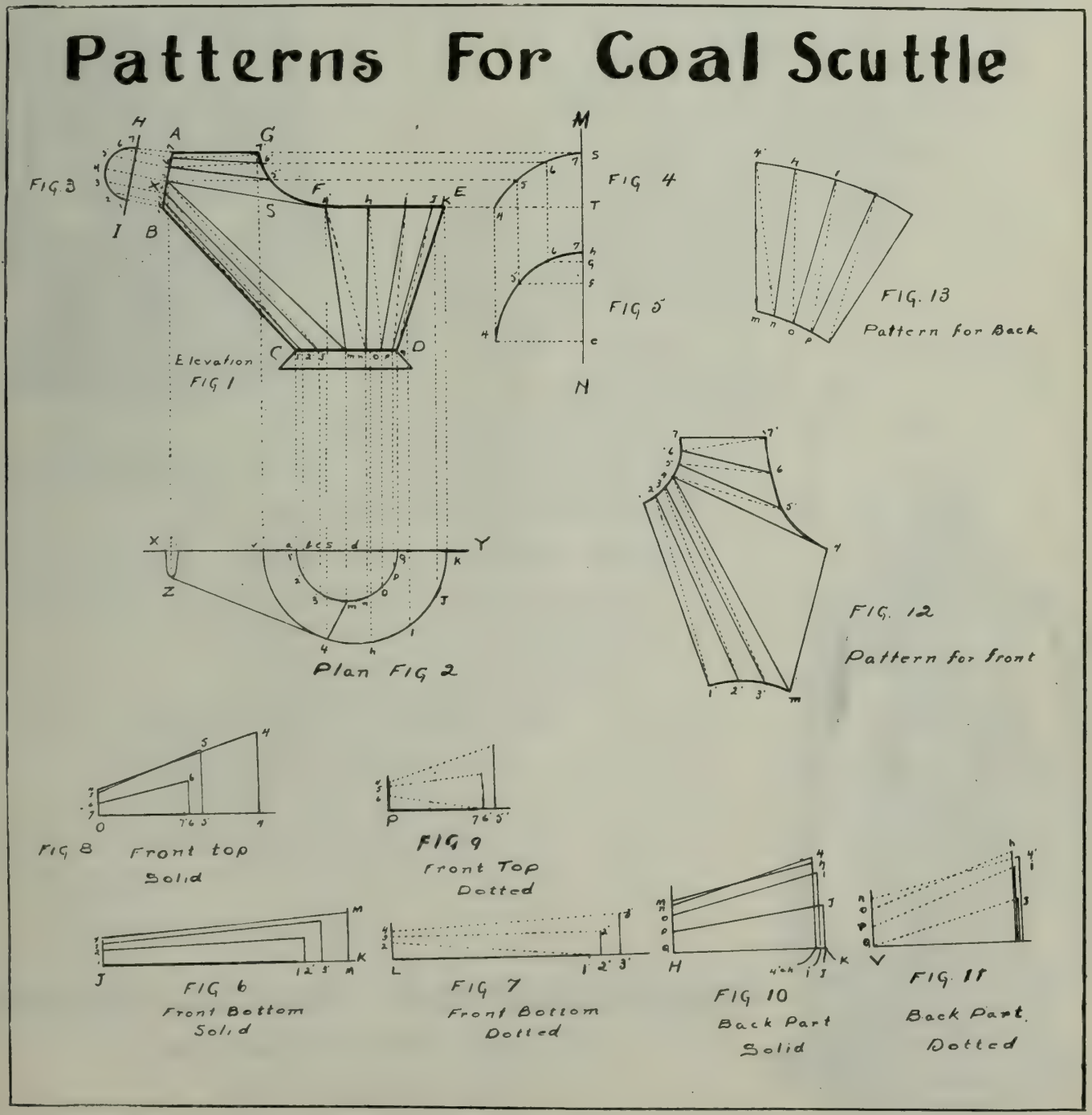
First draw the elevation A-X-B-C-D-E F-G Fig. 1 (the base below C-D may be drawn but its development does not enter into this problem it being a simple frustrum of a cone explained in the early part of this course.)

Now draw the plan Fig. 2, first drawing the horizontal line X-Y for the centre of plan, and dropping dotted lines from points X-G-C-D and E locating points u-v-a-q and k.

With a radius equal to half the distance between the a and q, draw the arc a-q and drop a line from the centre thus found to the edge of the arc locating point m.

Then with a radius equal to half the distance between v and k draw the arc v-k and drop a line from the point F of

(Continued on page 52.)

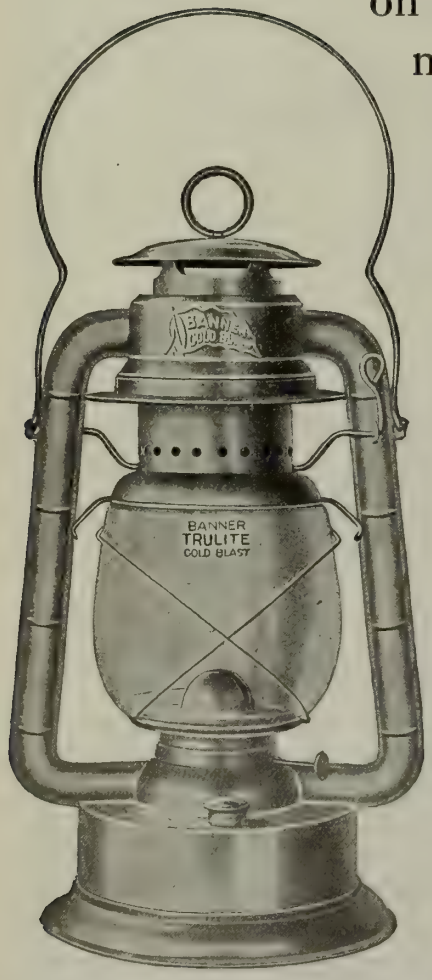


Trulite

Cold Blast Lanterns



Undisputed Leadership.
In every line of manufactured goods there is one undisputed leader. It stands pre-eminent. Even the methods by which it is advertised and sold take on the tone which denotes quality.



In the lantern business the Trulite Cold Blast stands supreme. It has no worthy competitor for leadership. The Trade and Public recognize its claim to such honor. The reasons of its success must be analyzed to be understood.

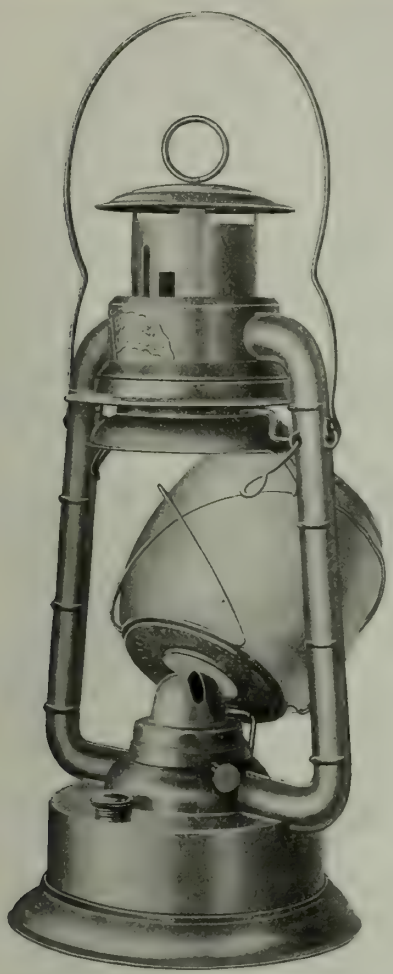
REASON 1.—The Trulite Cold Blast Lantern is the Original and first short globe lantern made in Canada. Like all good things it is imitated but not equalled.

Ask your jobber about it.

Ontario Lantern & Lamp Co., Limited

J. W. Moncur, General Sales Manager

Hamilton, Ont.



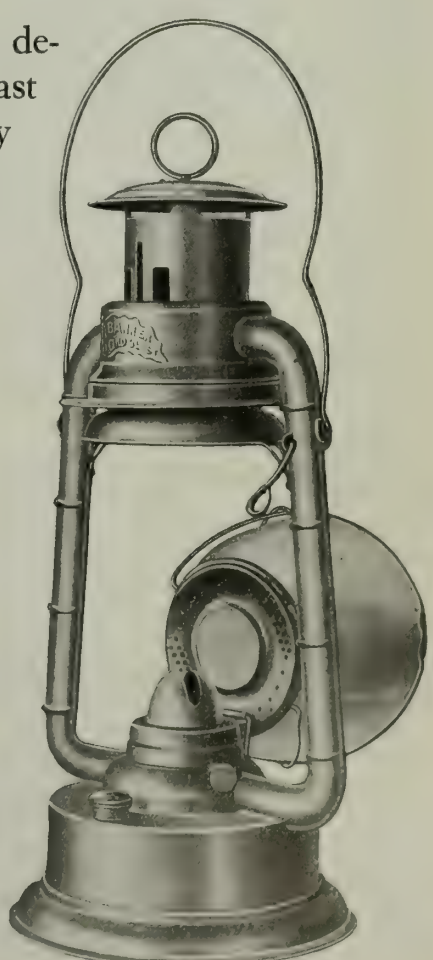
Trulite

"The Lantern for Which Farmers Are Looking"

The Trulite Cold Blast Lantern, within one season, so completely revolutionized the lantern business in this country that the demand could not be supplied.

MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

REASON 2.—Efficiency of design. The Trulite Cold Blast gives 20% more light than any other lantern manufactured. By pulling down the lever flat against the tube the globe can be pushed back out of the way so that the operator has complete and unobstructed access to the burner and wick which then can be properly cleaned and trimmed.



REASON 3.—Every Trulite is Guaranteed to give perfect satisfaction. Guarantee tag with each lantern.

For sale by all jobbers.

Ontario Lantern & Lamp Co., Limited

J. W. Moncur, General Sales Manager

Hamilton, Ont.

PROBLEMS FOR SHEET METAL WORKERS.

(Continued from page 49.)

the elevation locating point 4 of the plan.

Connect m and 4 with a solid line which represents the joining line of the front and back pieces.

Make the line u-Z of the plan equal to X-B or X-A of the elevation.

Connect Z and 4 of the plan and the outline of the half plan is completed.

Now divide the arc a-q Fig. 2 into equal spaces as shown by 1'-2'-3'-m-n-o-p-q and carry lines from each point to the base line CD of the elevation.

Divide the arc 4-k Fig. 2 into the same number of spaces as are shown from m to q of the arc a-q all as shown by 4-h-i-j-k.

Carry lines from each point to the line F-E Fig. 1 as shown by 4' h-i-j-k.

Connect these with solid lines to the points on C-D representing the same space as for instance connect 4' with m h with n, etc., also draw dotted lines from 4' to n, h, to e, etc.

Now draw the line H-I Fig. 3 parallel to the line A-B and a little in front of it.

Carry a line from A and B at right angles to A-B to the line H-I. Draw the semi-circle representing half the plan of the mouth and divide this into equal spaces as shown from 1 to 7 having one point as 4 directly in the centre.

Carry lines from those points past H-I and at right angles to it to the line A-X-B.

From points 1-2-3 and 4 carry solid lines to points 1'-2'-3' and m on the line C-D and draw dotted lines from 4 to 3', 3 to 2' and 2 to 1'.

Before drawing in the lines for the top piece it will be necessary to draw the profile on the line C-S which is shown at Fig. 4.

Draw a horizontal line from points G and F to the line H-N touching this line at points S and T.

From T on the line F-T lay off the space 4-S of the plan Fig. 2 which is the distance of F from the centre. This gives the location of point 4.

Draw an arc or curve from 4 to S and divide this off into the same number of equal spaces as one-quarter of the plan of the mouth or as the spaces 4 to 7 Fig. 3.

Draw lines from points 5 and 6 Fig. 4 until they meet the line C-F thus locating points 7'-6'-5'-4' of G-F.

Draw from points 7'-6'-5' and 4' lines into 7-6-5-4 respectively of the line A-X and draw the dotted lines as shown.

Before proceeding with the diagrams of sections we will develop the true length of the line G-F as it is necessary to get this in order to get the stretchout of this part of the patterns as its true length is not shown by either the plan or elevation.

From any point as h on the line H-N lay off each of the spaces shown by 7'-6'-5'-4' of the line G-F making h-g equal to 7'-6' g-f equal to 6'-5 and f-e equal to 5'-4'.

Draw horizontal lines from each point and intersect them with lines drawn from the corresponding spaces above.

A line traced through these points or intersections give the stretchout desired.

We now proceed to develop the diagrams of sections for the solid and dotted lines as follows:

At Fig. 6 draw the line J-K and at J erect a vertical line.

Lay off on this the distance that points 1-2-3 and 4 of Fig. 3 are from the line H-I.

Lay off on J-K from J the length of each of the solid lines of the front bottom section and at their extremities erect a perpendicular line making them equal to the distance they are from the line of the plan Fig. 2.

For instance, at the end of the solid line 4-m erect a perpendicular and make its length equal to the distance that m

The perpendicular at the end of the solid line 3-3' would be equal to the space 3'-e-Fig. 2, etc.

Develop the diagram of dotted lines in the same manner.

For the top front part draw a horizontal line Fig. 8, and at point o erect a perpendicular and lay off on this the distances that points 4-5-6 and 7 Fig. 3 are from the line H-I.

Lay off the length of the solid lines from O and at their extremities erect perpendiculars equal to the distances that points 4-5-6 and 7 Fig. 5 are from the line H-N.

Develop the dotted lines in the same way.

Next develop the diagram of solid lines for the back part as follows:

At Fig. 10 draw a horizontal line and at point H erect a perpendicular line and lay off on this the distances that points m-n-o-p and q are from the line X-Y of the plan Fig. 2.

Lay off the spaces of the solid lines from H and at their extremities erect perpendicular lines making them equal to the distance that 4-h-i-j and k are from the line X-Y of the plan Fig. 2.

Develop the dotted lines in the same manner.

The oblique lines on the diagrams then are the true length of the corresponding lines shown on the elevation.

To develop the pattern proceed as follows:

Draw the line 7-7' Fig. 12, making it equal to 7-7' of Fig. 8.

With 7 as centre and radius equal to 7-6 of the circle Fig. 3, describe a small arc.

Then with 7' as centre and radius equal to the dotted line 7'-6 of Fig. 9 cut the arc swung from 7' thus locating the point 6 of the pattern.

Then with 6 of the pattern as centre and with a radius equal to the line 6-6' Fig. 8 swing an arc which intersects by an arc swung from 7' with 7-6 of Fig. 5 as radius. Continue thus to the line 4-4' of the pattern using diagrams 8 and 9 and stretchouts Fig. 3 and Fig. 5.

Then with 4' of the pattern as centre and 4'-m of Fig. 10 as radius swing an arc in the neighborhood where m of the pattern is shown.

Then with 4 of the pattern as centre and a radius equal to the line 4-3' Fig. 7 swing an arc which intersect by another one swung from m as centre and a radius equal to m-3' of the plan Fig. 2.

Continue thus until this part is completed using diagrams 6 and 7 for solid and dotted lines and spaces on Fig. 3 for stretchout of the neck and spaces m-3'-2'-1' of the plan Fig. 2 for the stretchout of base.

To develop the pattern for rear piece first draw the line 4'-m Fig. 13 making it equal to 4'-m of Fig. 10.

Then with 4' as centre and radius equal to 4'-n of Fig. 11 swing an arc which intersects with one swung from m as centre and m-n Fig. 2 as radius.

From n as centre and n-h Fig. 10 as radius swing an arc which intersects with one swung from 4' as centre and radius equal to 4-h of the plan. Continue thus until the pattern is developed.

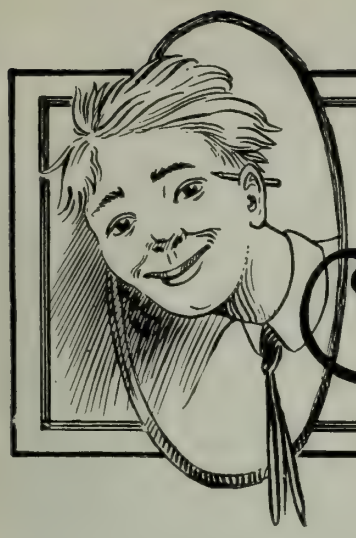
JUDGMENT RESERVED IN CARTAGE QUESTION.

(Continued on page 35.)

Some of the Principal Requests.

Some of the chief things they asked for were: An hour's extension of the time for handling freight at the sheds, which means from 5 to 6 o'clock; a one-door system at the sheds; penalties on railways for delays caused to shippers; a maximum of thirty minutes allowed for unloading a waggon at the sheds; good roads in the freight yards; better warehouses; a reduction in the rates equal to the amount paid by the railroads to the cartage companies, etc. It is on these matters the Board will give a decision in the course of a few days.

E. M. Trowern, of Toronto, Secretary of the Retail Merchants Association of Canada, reminded the Board that ninety per cent. of the merchants interested in the case are retailers.



THE JUNIOR CLERK'S PAGE

CHANCES OF AN AVERAGE MAN.

Sir W. H. Lever.

"There are always certain people who will try to discourage whatever you attempt to do.

"Don't heed their croakings.

"If at first you don't succeed—try, try again—but try another method.

"To succeed in face of competition we have got to live the strenuous life.

"We have got to get up early and work hard all day.

"The young man who thinks of starting his business will have to wait till he is a gray-haired old man without finding an opening free from competition waiting for him.

"He won't find that he receives a call from a town's deputation of the mayor, alderman and councilors to beg him to open a shop, or office, or surgery, presenting an address calling his attention to there being room for a merchant, lawyer or doctor in their town.

"On the contrary, if he inquires he will be told that there is absolutely no opening at all, that competition has killed every walk in life in that town, etc. Yet surely there the opening does exist, waiting for some one to seize the opportunity.

"Whenever one hears of a wail about competition becoming keener each year one may be certain that the bewailer does not want the strenuous life, but is trying hard to solve the insoluble problem of the perpetual-motion-machine man applied to business.

"Now, Artemus Ward has put it on record that the man who invented a perpetual-motion machine found it ran best with someone working at the crank-handle.

"When we have built up a business we have not constructed a perpetual-motion profit-making machine. We must continue to work hard at the crank-handle; and this is the best thing about a business.

"If employers think of nothing except how to get the highest possible in number of working hours with the biggest possible in skill and work for the least possible in wages, then the employer is blind to his best interests, and equally, of course, the converse of this is true.

"If employes consider nothing but their own narrow, selfish self-interest, their sole thought being how to render the smallest possible amount of work in the shortest number of hours for the highest possible wages, without a single care whether the employer fails or not, the employe will some day have to pay the penalty, and a heavy penalty it will be.

"But if an employe adopts a spirit of enlightened and intelligent self-interest, and if an employer does the same, each recognizing the principles that by looking after the interests of the other they are insuring the prosperity of the business, they are taking the surest means to achieve individual success."

SPONGE FISHING.

Sponges are sold in nearly all hardware stores. The principal purchasers of this line being painters, liverymen, auto owners and others. Some information taken from the report of the Dutch Consul-General at Smyrna, regarding sponge fisheries will no doubt be interesting to hardware clerks. The sponge fishery is carried on mainly off the coasts of Greece, Syria, Tripoli, Cyrenaica. Tunis and the Adriatic. Most of the sponges are obtained by diving operations. Sometimes the divers are simply let down into the sea by ropes, and tear the the sponges from the rocks. The Greeks of the Morea use a three-pronged fork for the purpose; but this has the disadvantage that the sponges are often spoilt. There are various kinds of sponges. The thick so-called horse sponges have large holes and soft fibres; they are obtained chiefly in the Mediterranean, and are used in stables and bathing establishments. The soft or fine sorts are plentiful along the Syrian coast; they are of a pale-yellow color, and are especially used for toilet purposes and in the surgery. The Netherlands, France, Great Britain and Germany absorb a great part of the supply. The sponges of Zerby, Tripoli and Benghazi are generally coarse and cheaper. They are used in stables and in the kitchen. Of those last sorts there are also very fine qualities, which are used for the toilet, and highly appreciated in Europe. As soon as the sponges are fished up they are trodden flat, pressed together and washed till they have lost their black pellicle and the slimy organisms, which give them a chlorine smell. When they begin to whiten they are put in a solution of sulphuric acid or lime; then they are pressed and washed again, after which they are ready to be sold.

REMARKS OF THE JUNIOR CLERK.

A Merry Christmas.

• • •

Tango on skates is the latest winter attraction.

• • •

The great sex problem to-day is what to buy for a man.

• • •

The time is here when the cautious young man quits making calls until the gladsome Yuletide is past.

• • •

Nothing ever pleases his neighbors more than to see a man get what they think he deserves.

• • •

Have you entered the Hardware and Metal Christmas Window Contest. If you haven't it is not too late. You still have another week. Contest closes Dec. 27.

New Goods Offered Canadian Hardwaremen

LADD MIXER.

United Royalties Corporation, manufacturers and distributors, 1133 Broadway, New York, are offering the Canadian trade the new Ladd Mixer, here illustrated.

The new mixer is called Ladd Mixer No. 1. The Ladd heaters are constructed entirely of stamped steel nickel-plated and have eight rotary heating blades propelled by a direct centre drive, are full nickel plate, and said to be wholly sanitary.

The urn is of specially designed glass; heavy, clear white, with fluted sides; full nickel plate, polished top, solidly and simply affixed, and can be removed by one movement. Separate parts can be purchased if desired.

The home size inserts into Ladd Mixer and by one movement is firmly fastened therein by a completely closed top. One-half of top is released by one movement and swings outward, permitting additions to mixturers and its removal. One



Ladd Mixer.

movement also releases the whole urn for cleaning all parts or use of urn for other purposes. The oil drip in top contains a regulator for oil flow.

VAN EXPANSION UNIT.

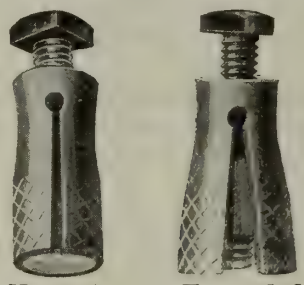
The Van Expansion Bolt Mfg. Co., Chicago, Ill., are offering to the Canadian trade the Van Expansion Unit here illustrated.

It is claimed to be non-corrosive, and rust-proof, and is perfectly cast of a superior mixture of white metal, under heavy pressure in polished steel molds, by automatic casting machines.

While the unit is sent out to the dealer as one piece it is composed of three parts, namely: the ductile outer shell cast in one piece, the specially designed cone expander tapped to accurate thread by automatic machinery, the metal disc, which acts as a cover for the bottom and serves to keep out dust and refuse, as well as to render the perfect cleaning out of the hole unnecessary.

The unit commences to expand with the first turn of the bolt and expansion begins at the bottom of the hole.

It is claimed that the unit is so designed that the tightening up of bolt or screw increases expansion giving a



Normal. *Expanded.*

positive contact with the entire surface of the hole.

The firm also manufacture the tools necessary for drilling, etc.

J. M. FYRO EXTINGUISHER.

The Canadian H. W. Johns-Manville Co., Toronto, Canada, are offering the Canadian trade the new "J—M Fyro" fire extinguisher here illustrated.

The extinguisher which is of recent invention discharges by means of compressed air a liquid gas said to be 40 times as effective as water.

The makers claim that no mechanical force is required to operate it, there is



J-M Fyro.

no pumping and it is not necessary to turn the extinguisher upside down.

All that is necessary is to hold it in an upright position and turn a small valve wheel about the size of a silver dollar.

It is claimed that this extinguisher which measures 3x15 inches is so simple that a woman or child can use it and that it can be aimed and operated almost as accurately as the pointing of a finger.

The new extinguisher throws a spray as well as a stream, the spray it is claimed, can be thrown a distance of ten feet and the stream twenty-five feet.

The spray is most effective on small fires scattered over a comparatively large area; the stream is usually best for small fires concentrated in one spot.

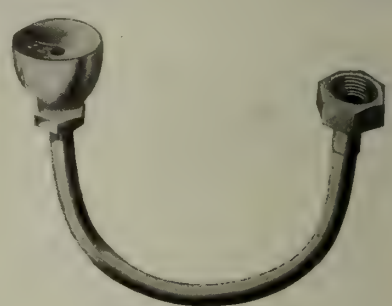
It is claimed that the advantage of the spray is that it will cover the entire blaze of the average incipient fire so that all the liquid gas volatizes. In so doing the gas forms a dense combustion —arresting "blanket" which is five times as heavy as air. It is said that on account of its density and weight it quickly envelopes the flames, displacing oxygen and extinguishing the fire.

It is also claimed that the extinguisher can be used without danger in electric or gasoline fires.

It is said that the fluid is non-corrosive and that it will not injure the most tender skin nor harm the most delicate fabrics or furnishings.

DRINKING FOUNTAIN.

The Empire Brass Mfg. Co., London, Ont., are offering the trade a new drink-



Drinking Fountain.

ing fountain here illustrated. Among the claims put forth by the company in favor of the new fountain are:—simplicity of construction, durability, ease with which it can be attached to any ordinary hose bibb cock.

MISCELLANEOUS

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you wish to purchase anything in Montreal, metals, glass, paints, hardware, write Evans.

WILLIAM H. EVANS, COMMISSION MERchant, Commercial Union Buildings, Montreal. If you desire to sell anything in Montreal, write Evans. (3)

WANTED

WANTED — TWO HARDWARE TRAVELlers for West. Must be salesman. State experience and give reference. J. F. C., Hardware & Metal, Montreal, Que. (51)

Current News of the Hardware Trade

Fire Losses.

Smithville, Ont.— The hardware and jewellry store of Frank Hayes has been destroyed by fire.

Montreal, Que.—Columbia Rubber Co., manufacturers waterproof clothing, have suffered a fire loss.

New Firms.

Edmonton, Alta.—McGill & Driscoll are starting business in the sporting goods line.

Oshawa, Ont.—C. Landers will be manager of the Landers Hardware Co. which is opening up here.

Montreal, Que. — Royal Vacuum Clothes Washer Co., wholesale and retail washing machines have registered.

Penticton, B.C. — A two-storey concrete building being erected here will, it is said, be rented by W. R. King & Co., as an adjunct to their present store to make room for a hardware department.

Winnipeg, Man.—The Manitoba Electric Water Heater Co. has commenced business.

New Firm in North Sydney.

A new hardware store will be opened about Feb. 15, in North Sydney, Cape Breton, by Frank A. Bill, who has, for the past sixteen years, been associated with the Thompson Sutherland Co., of North Sydney. The store will be opened in the new brick block under construction on Commercial Street.

Industry for St. Catharines.

St. Catharines.—The Russell-Jennings Mfg. Co., Chester, Conn., it is said will open a Canadian branch factory here. The council has given a first reading to a by-law to be voted on by the ratepayers in January, granting a fixed assessment for ten years. It is said that the company have purchased the old spring factory building on Vine St. The Russell-Jennings Co. manufacture auger bits, etc.

Erecting New Store.

Trenton, Ont.—S. B. McClung & Co., hardware merchants, are erecting a fine new building for their own use. The new store will have an entrance from two streets and will be ready for occupation about February 15. The new store will be fitted with modern store equipment.

New Factory.

Cobourg, Ont.—A new washing machine factory has been started here by Welsh, Roberts, Bishop & Co., who will manufacture the White Dove brand of washing machines.

Business Changes.

St. James, Man.—W. D. Campbell has sold his hardware business.

Sovereign, Sask.—W. A. Goodwin, hardware, is reported having sold out.

Vancouver, B.C.—McTaggart & Moscrop have sold out to Johnston & Salsbury.

Saskatoon, Sask.—The Nutana Plumbing and Heating Co. has dissolved partnership. C. W. Arrand will continue the business in future.

London, Ont.—The Ideal Electric Mfg. Co., manufacturers of electric irons and electrical goods, are moving to Wallaceburg to amalgamate with the Wallaceburg Brass Mfg Co.

Companies Incorporated.

P. L. Schmidt Hardware, Ltd., capitalized at $50,000, with head office in Montreal, Que.

Canadian Elevator Equipment Co., Toronto, Ont., capitalized at $100,000, to manufacture and instal elevators, etc.

J. R. Baxter & Co., head office Montreal, capitalized at $75,000, to manufacture all kinds of hardware and machinists' supplies.

Cutlers Look to Canada.

London, Eng.—In a prospectus inviting $150,000 further preference capital, Mappin and Webb, a Sheffield cutlery firm, state that important interests have been acquired in Canada, and the directors consider there is scope for further development.

Correction.

In the December 6 issue of Hardware and Metal the following incorrect announcement appeared:— "The Capital Hardware Co. have been succeeded by the Plaunt Hardware Co."

The announcement should have read: —The Central Hardware Co. have been succeeded by the Plaunt Hardware Co.

Opens Montreal Office.

William H. Evans, for many years with the Canada Paint Co., has opened central offices in the Commercial Union Buildings, Montreal. Having a good connection with the railroad, paint and hardware interests, Mr. Evans is open to attend to the wants of those who desire to buy or sell merchandise allied to these industries. Correspondence will be personally attended to by Mr. Evans.

The death took place last week of A. D. Harris, President Ontario Sewer Pipe Co., Mimico.

Personal Notes.

W. H. Brown, sales manager, A. Ramsay & Sons, Ltd., of Montreal, is at present on a business trip through Ontario.

N. R. Turner, assistant manager of the McClary Mfg. Co., Toronto branch, is visiting in Pembroke this week.

J. B. Ramsden, of the J. H. Still Mfg. Co., St. Thomas, was a visitor at the Toronto office of Hardware and Metal this week.

Geo. C. York ,of Wood, Vallance & Adams, Limited, Calgary, was a caller at the Montreal office of Hardware and Metal this week.

J. Orr Callaghan, of the Steel Co. of Canada, was in Ft. William last week in connection with the Steel Co.'s new plant under construction.

Thos. Cantley, general manager of the Nova Scotia Steel & Coal Co., was in Ottawa last week with Robt. E. Harris K.C., and returned to New Glasgow at the week end.

C. T. Needham M.P., of the firm of John Needham & Sons, Manchester, England, iron and steel dealers, returned home last week after a visit to Canada and the United States.

A presentation of a beautiful chair and cuff links was tendered Chas. W. Hawthorne, superintendent of the Bloom, Billet and Rod Mills of the Steel Co. of Canada, by the employees.

A. T. Howes, hardware merchant of Listowel, Ont., who recently dissolved partnership with R. B. White, has left for his home in St. Catharines. Mr. White will continue the business in Listowel.

P. J. Stevens, factory superintendent for the Hoyt Metal Co., Toronto, left last Saturday for St. Louis and Chicago where he will view several lead plants and get pointers on all the latest kinks in lead manufacturing for next year.

The death occurred in Ingersoll, Ont. on Dec. 13, of John R. Warnock, aged 82 years. S. H. Warnock, of Anderson & Warnock, Vancouver, B.C., and Chas. E. Warnock of Sanderson, Pearcy & Co. travelling staff, Toronto, Ont., are sons of deceased.

A. M. Moseley, who has been in charge of the Page-Hersey Pipe Mills at Welland, has just returned from a three months' business trip to the coast and is leaving next month to take charge of the new plant being built by the company at Fort William.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metals and Stove Lines.

THE MARKETS AT A GLANCE.

Metal merchants report an improvement in metal conditions and a much better feeling exists. Collections are also showing improvement.

December business with the hardware jobbers is holding up well. Travellers will finish up for the year this week. Rope quotations have declined one-half cent per pound.

There is a seasonable demand for painting materials. Paint travellers are nearly through for this year, but will start out immediately after the first of the new year.

The stove trade is quiet, partly on account of the continued mild weather.

Retailers notice an increase in the demand for Christmas goods this week.

MONTREAL.

Montreal, Dec. 17.—The weather, which has been quite changeable of late, has had a bad effect on business. It was quite cold last week, and very few wheeled vehicles were in use, but this week has seen a complete reversal and everything is on wheels. Local dealers are also busy with stocktaking, and are very glad to be able to take advantage of the present lull. The Christmas demand has been satisfied, and orders now being received are of a sorting up nature. Quite a demand is still in evidence for skates, and the number sold this year has been slightly in advance of 1912.

Collections are in much the same state as they were one week ago. In the East there seems to be money enough to enable the merchant to meet his paper, but out West it is not nearly so good. Collections out there, though, have been improving greatly day by day, and at present they are in much better shape than they were two months ago.

Retailers are not ordering in quantities, by any means, their orders being small and often. It appears that they do not care to stock up to any great extent.

The dustless mop campaign is still very brisk. The car load shipment referred to in a recent issue has been received and distributed to the retailers in this district. It appears that the country is pretty well stocked up with these mops now, and the demand is expected to drop off until the spring.

The month of December has either dropped off a little or else just held its own with the majority of local houses. The unseasonable weather is directly responsible for this, as most lines which are generally moving quite freely at this season of the year are at the present time practically dead. The only improvement for this is good, steady, snappy weather.

The business done in guns and ammunition this year was considered very good indeed by the trade. Tools, particularly harvesting tools, were also in great demand. Builders' hardware was very backward this year. Although the larger buildings were not affected to any great extent by the financial depression, the smaller man suffered, with the result that houses were not erected this year to any great extent.

Rope Prices Decline.

The only change in prices to note this week is in rope. The following prices are now in effect.

Pure Manilla	.16	base
British „	.12	„
African hemp	.12	„
Sisal rope	.11¼	„
Lath yarn, single...	.10½	„
„ „ double..	.11	„

Metals.

In the metal market for the week there has been a quiet demand for most lines, and the prices have all firmed up with one exception, that being copper, which is at present a trifle lower than last week's quotation.

Tin.

The London quotation yesterday was £173 for prompt shipments, with an advance of £1 5s. for futures. The demand for the latter in that market is very active, and has had a tendency to brighten up the New York market, with the result that this week's quotation is in advance of that of one week ago. The prices in effect there yesterday were $37.80 for spots, with an advance of 20 cents for futures. The local market has not been subject to much change from last week, and prices remain unchanged.

Spelter.

The price of spelter on the London market is still increasing, and this week's quotation of £21 7s. 6d. is an advance of 5s. over the price quoted last week. In the New York market it is reported that buyers are finding it quite difficult to secure sellers for future shipments, as there is said to be only two or three who will quote beyond January. It is also stated that orders aggregating several thousand tons are waiting to be placed, and, as the buyer does not care to pay a premium, it is now just a question of who will give in first. The price ruling in New York is $5. Locally there is no change in the market.

Lead.

The London price for this week, quoted yesterday, has firmed up a little, and shows an increase over last week's quotation of 7s. 6d. The price quoted is £18. The New York market is the same as last week, $4.00, which is the lowest figure since February, 1912. It is said that there is a decided improvement in that market, and that several buyers are at present negotiating for large quantities over the first quarter of the new year. Sellers are not disposed to sell far ahead, except at a premium, and business is restricted on that account. The local market is featureless, and the same prices rule.

Copper.

The London price for copper is still down, and this week the decrease of 5s. brings the quotation to £65, while futures have firmed up, and are quoted at £64 17s. 6d. The buying in that market has been quite spirited during the past week, but this has not had much effect on the New York market, which is about the same as last week, although it is claimed that buyers in that centre cannot keep off much longer than a couple more weeks, and it is thought that consumers will then be forced into the market. That market is steady and quiet, with casting quoted at $14.12½. Local conditions remain unchanged from last week.

Antimony.

Locally no change has taken place in this market during the past week, and it is not thought anything startling will occur this year.

Iron.

The London quotation of yesterday is still showing a slight advance, and the difference between it and that quoted one week ago is 5d. The New York quotation is $12.15. There has been quite a demand from both Canadian and American buyers, and, although quota-

tions have been asked for futures, these will not be given by holders, as they refuse to book ahead. Consumers seem to think that they have waited long enough.

The stove and heating business is very quiet at present, with only a fair demand in either department. The local market is featureless.

TORONTO.

Toronto, Dec. 18.—Toronto hardware jobbers report that December trade is holding up well. Some lines, such as snow shovels, sleighs, bells, snowshoes, etc., are not moving as rapidly as might be desired. There has been practically no snow whatever in Toronto so far.

There is a decidedly better feeling in the metal markets, and an improvement is noted in collections.

Stove dealers are quiet, on account of the continued mild weather.

Rope quotations are lower. Tin has advanced ¼ cent per lb. List prices on loaded shells have been revised and show a slight advance in some lines.

The demand for Christmas goods is active, and retailers report an improvement in business during the past week.

Metals.

While business in the metal market is of a hand-to-mouth variety, a much better feeling than has recently existed is developing, and metal merchants are optimistic regarding the future .

Quite an improvement is noticed in collections. Merchants are active in their endeavors to secure settlements, and are meeting with very fair success.

Prices generally are unchanged, with the exception of tin, which has advanced ¼ cent per pound, and is now quoted from 41½c to 43c per pound. There is a very fair demand for tin for this season of the year.

Copper is firmer in the primary markets, although quotations here have not been changed, the ruling prices ranging from 16c to 16¼c per lb.

Lead remains unchanged, and quotations range from $5.40 to $5.65 per 100 lbs.

Pig iron is firmer, spelter is unchanged, and is quoted from $5.40 to $5.65 per 100 lbs.

Half-and-half solder is quoted from 25c to 26c per lb. Wiping solder is quoted at 24c lb.

Babbit metal is in fair demand, at prices ranging from 6c to 60c lb.

There is a slightly better tone all around in the metal markets, and the trade are optimistic regarding the future.

Hardware.

Colder weather would have helped business greatly. While the trade is not complaining to any great extent, there is a noticeable lack of orders for cold weather goods.

Some lines, which are usually good sellers during December are very quiet at present.

Decline in Rope.

Owing to easiness in the primary markets, quotations on rope have declined ½ cent per pound, and Toronto quotations are as follows:

Pure Manila rope.....	16c	base.
African hemp rope.....	12c	base.
British Manila rope....	12c	base.
Sisal rope	11c	base.
Lath yarn, single	10¼c	base.
Lath yarn, double	10¾c	base.

A fair amount of business passing for this season of the year, and rope manufacturers and jobbers report that business up-to-date for this year has been very satisfactory.

Quotations on binder twine for next season will be issued in February.

Change List Prices.

The list prices on some lines of loaded shells have been revised, and slight advances are noted. Discounts remain unchanged.

Nails and Wire.

Wire nails are still quoted at $2.25 base; the demand at present is not heavy.

Poultry netting, 2-inch mesh, is being booked for spring delivery at 50-10 per cent. discount. Smaller sizes are quoted as follows:—

½	in. mesh	x 22 ga. x 12 in.	$3.00	roll.
½	„ „	x 22 ga. x 18 in.	4.30	„
½	„ „	x 22 ga. x 24 in.	5.65	„
½	„ „	x 22 ga. x 30 in.	6.90	„
½	„ „	x 22 ga. x 36 in.	8.20	„
1	„ „	x 20 ga. x 12 in.	1.50	„
1	„ „	x 20 ga. x 18 in.	2.10	„
1	„ „	x 20 ga. x 24 in.	2.70	„
1	„ „	x 20 ga. x 30 in.	3.25	„
1	„ „	x 20 ga. x 36 in.	3.80	„
1	„ „	x 20 ga. x 48 in.	5.10	„

Screen wire cloth for spring delivery is quoted at $1.50 per 100 sq. ft. in 100 ft. rolls, and $1.55 per 100 sq. ft. in 50 ft. rolls.

The Stove Trade.

The stove business is still quiet for this season of the year. There has been very little cold weather so far, and trade has been affected.

One stove manufacturer reports that business has been as good as last year, but that the big increase in business which he expected this year has not materialized.

The opinion has been expressed that the trade in general have been expecting too much. For a number of years stove manufacturers and retailers have been doing a big annual increase. Some of the trade expected their annual increases to run along indefinitely, and this year they have been disappointed.

There are very few who will not say that they have not shown an increase over last year, but in a number of cases the increase has not been up to their expectations.

WINNIPEG.

Winnipeg, Dec. 16.—This is the dull season in Western hardware circles and the leaking of inventories and summing up of the year's business will occupy wholesalers and retailers alike during the next three or four weeks.

The general impression seems to be that 1913 will show up as a fair year. It did not come up to the brilliant expectations predicted of it at this time last year, and, though a year of considerable expansion in building and railroad construction, all enterprise was affected with a spirit of conservation and retrenchment very necessary at times to prevent affairs running wild.

Collections are reported as showing some falling off during the past week. This seems somewhat difficult to account for, but may only be a temporary lull.

City retail trade in purely winter sporting goods has up to the present been somewhat disappointing. This can only only be accounted for by the exceptionally mild weather. Curling, hockey and skating have been so far unknown this season, and snowshoeing is another pastime whose votaries have had no chance to exercise their skill.

The stove business, though about up to expectations, would have been much larger with colder weather, and might yet get a considerable boost with a real old-time cold snap.

Generally it would appear that the setting in of real winter would put considerable life into many lines, stocks of which so far have been lying very quiet.

NEW QUOTATIONS ON ROPE

Pure Manila Rope	16 c. base.
British Manila Rope	12 c. base.
African Hemp Rope	12 c. base.
Sisal Rope	11 c. base.
Lath Yarn Single	10¼c. base.
Lath Yarn Double	10¾c. base.

Methods of Retailing Paints and Varnishes

Showing the Paint Stock Attractively

How Sales Can be Improved by the Proper Arrangement of the Goods—Stock-taking Should be Used as a Means of Keeping the Paint Department Clean and Well Stocked.

Attractiveness of goods in the paint department is a great aid in making paint sales.

Customers visiting the paint department, are much more greatly impressed with the importance of the department, if they see the goods in a well-arranged and attractive condition.

Neat arrangement of the paint stock shows that the dealer and his salesmen are alert to the importance of the paint department, which in reality, is one of the most important in the modern hardware store.

Neat arrangement of the stock not only impresses the customer, but also aids the salesmen in securing goods from the shelves, quickly, and without keeping the customer waiting. There is nothing more annoying to a customer who has just ordered a quart of paint, than to see the salesman moving rows of cans, in order to see if he can find a can of the paint selected.

Customers do not like delay, they like to deal in a store where the salesman can tell at a glance if he has the goods in stock. This can be done, if the paint stock is properly arranged.

It is strange, but true, that very few paint orders are taken over the counter of the retailer without first showing the customer a can of the paint. Even though the color is not shown on the outside of the can, very often the number only appearing, the customers in nearly all cases desire to see a can of the paint.

If the sample can shown to the customer, has a clean and attractive label, the customer will make the purchase more quickly than if the label is torn, or discolored by oil which has oozed out of the can, a condition often found in paint departments.

In some stores an inventory of the paint stock is taken every week during the busy season. One firm carrying a $2,000 stock of paints makes it a point to have the stock taken every week, and two men can take stock of the full line in less than twenty minutes. This can be accomplished on account of the orderly arrangement of the goods, whereby the caller-off can tell at a glance just how many cans there are in each row.

The stock is taken every week in order to prevent loss of sales on account of shortage in any of the lines.

It is the aim of those in charge of the paint department to make as many sales as possible, and to always have a good stock of each color on hand.

In many of the smaller stores the stock is not taken quite as often, but it is important, nevertheless, that the small dealer should also have a complete range of colors in stock, in order to meet the demands of customers.

Within the next few weeks a large number of Canadian hardwaremen will take the annual inventory, including all the departments in the store. The tendency in some cases is to rush the annual stock-taking without paying much attention to the condition of the stock.

Stock-taking can be made to serve many useful purposes. Besides showing value of stock on hand and other important information for the dealer, it can also be used to show the condition of the stock. This applies particularly to the paint department.

If a number of labels have become soiled or torn it is only a matter of a few minutes to take a note of the size of the labels and also the numbers.

At little or no cost, new labels can be secured from the manufacturer, and when applied to the cans will greatly improve their appearance.

Dusting should also be a feature in the annual stock-taking. Dust will accumulate on the tops of the cans and should be cleaned off.

Dustless dust cloths and mops are now used by a good many hardwaremen, these cloths and mops gather the dust instead of scattering it around.

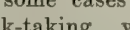
Stock-taking time, is a good time to inaugurate any changes which you think advisable to make in the paint department. It may be that a re-arrangement of the goods would make a wonderful change in the appearance of your paint department.

One dealer made a change last year which greatly improved his paint department. Under the old plan of arrangement the large sizes, including gallons and half gallons, were placed on the top shelves, and the smaller sizes, such as half-pints, pints and quarts, were on the bottom shelves.

The whole display looked top-heavy and the dealer had the arrangement reversed. The gallon cans were placed on the bottom shelves, and the balance of the cans were placed on the shelves above, in order of size, the half, and quarter pint sizes occupying the top shelf. The new arrangement looked much better than the old, and the larger cans were much more easily handled on the lower shelf than in their former high location.

Too much attention cannot be paid to the paint department. The demand for paint is increasing rapidly, and will continue to increase.

The dealer who conducts a strictly up-to-date paint department, with a clean and attractive stock, will be in a good position to handle a large share of this ever-increasing business.



DEATH OF JOHN TERRILL.

The death took place in Montreal recently of John Terrill, aged 82 years and four months, and father of John Richard Terrill, of Caverhill, Learmont & Co.

The deceased was a native of Redruth, Cornwall, England and came to Canada in 1840.

He was a man of splendid physique. standing over six feet and known as an athlete, and was a member of the old Montreal rifles, afterwards known as the Prince of Wales rifles.

With the death of Mr. Terrill an interesting Montreal link with the visit to Canada of the late King Edward when he was Prince of Wales, has been broken.

Upon the occasion of the late King's visit, Mr. Terrill was chosen by the officers of the Rifles to go to Quebec and take charge of the Prince's Royal Standard. It was his duty to hoist the standard upon the Prince's arrival at any stopping place or at the royal lodgings. In his capacity of standard bearer, Mr. Terrill travelled with the Prince by boat from Quebec to Toronto and thence by train to Windsor. During the journey westward the Prince talked on several occasions with Mr. Terrill, who described His Royal Highness as "a perfect gentleman—affable, simple in his manners, willing to make friends and to cultivate the good will of all with whom he came into contact; very alert, asking

(Continued on page 60.)



Mr. Ever Atit's Greeting To Every Hardware Dealer

We both are busy and we seldom meet,
Yet is our faith in friendship so complete,
We can commune without the spoken word,
And knew the message by each heart is heard.

—Francis J. Dyer.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

Three Big Reasons Why

BERRY BROTHERS VARNISHES

Are Money Makers for the Dealer

1. Berry Brothers Have Been Making High Grade Varnishes for Fifty-five Years.

The reputation of Berry Brothers as makers of good varnish dates back 55 years.

Painters, decorators, architects and home owners for over half a century have been friends and users of Berry Brothers' Varnishes. Berry Brothers' dealers have been successful because Berry products stand the test of time and repeat.

2. Berry Brothers' Progressiveness Have Helped to Make Our Dealers Successful.

There is now a Berry Brothers' product for every varnish need. No matter what your customer's need may be—interior or exterior finish—varnish for house, boat or furniture—there is a Berry Brothers' product best adapted for that use.

And your customers will appreciate your interest in recommending the proper varnish for the use they have in mind.

3. Our Extensive Advertising to Varnish Customers is a Big Sales Help to Our Dealers.

For many years we have been telling the Berry Brothers story to varnish consumers from Coast to Coast. That is one big reason why dealers have found it pays to push Berry Brothers' products.

Any good article which bears a reliable manufacturer's name, one that is backed by a large amount of money spent in national advertising, is bound to have an increasingly popular demand year after year.

This is especially true of Berry Brothers' products. They have unusual merit, they have the reputation, and they are backed by a large volume of intelligent advertising that brings varnish consumers into the stores of Berry Brothers' dealers.

If you do not handle our varnishes you will find it well worth while to send for our literature and dealers' proposition to-day.

HERE ARE FOUR OF OUR PRINCIPAL PRODUCTS.

Liquid Granite—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish—For the finest rubbed (dull) or polished finish or interior woodwork.

Luxeberry White Enamel—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar (It's Waterproof)—Widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white nor check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Dec. 17.—The local market is devoid of interest, and there are really no features to report. The price of linseed oil has taken a jump from last week. All orders being received at present are principally for future shipments, with possible exception of a few finishing orders.

White Lead.

The demand is seasonable, with a fair amount of business passing. Prices in effect locally are as follows:

Dry White ..... 6¾ cents.
Lead in Oil—
5 ton lots $7.75
1 ton lots 8.05
Less than 1 ton 8.25

Advance in Oil.

There has been an advance of 2 cents in oil this week, and local dealers attribute the fact to the advance in price of flaxseed. The present demand is quite seasonable, with the following prices ruling:

Raw Oil—
1 to 4 barrels ..... 57c per gal.
5 to 9 barrels ..... 56c per gal.
10 to 25 barrels..... 55c per gal.
Boiled Oil—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
10 to 25 barrels ..... 58c per gal.
With open prices for carload lots.

Prepared Paints.

The amount of business for immediates is very small, but orders for futures are still being received. Some orders have been received from outside points for inside finishings, but these have been limited. The market might be termed quiet, but seasonable.

Glass.

This market is in much the same condition as it was one week ago. Only a fair amount of business is passing, with prices remaining the same as last week.

Putty.

The local market is quiet, with only a small volume of business doing. The following prices still remain in effect:

Bulk, in casks ....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine and Benzine.

The local market is very good in both, turpentine quoted at 62 to 63 cents. The demand for gasoline is falling off every day, which is not at all unexpected for this season of the year. Coal oil is in very good demand, as is usual.

TORONTO.

Toronto, Dec. 18.—There is a seasonable demand for paints and oils. A few mail orders are coming in, but retailers are only buying for immediate needs. A large number of paint travellers are in at present and will not go out again until the beginning of the New Year.

No price changes have taken place during the week. A number of spring orders have been booked but a large number of dealers are withholding spring orders until after the completion of stock-taking.

Turpentine.

Receipts at Savannah last week were 4,102 barrels and sales 3,030 barrels.

Stock remaining on hand is 24,301 barrels, stock on hand during the same period last year 32,205 barrels.

Quotations remain unchanged. Toronto dealers are quoting turpentine at 66 cents per gallon in single barrel lots, and 65 cents per gallon in 2 to 4 barrel lots. Five gallon lots are offered at 73 cents per gallon.

Linseed Oil.

No change has taken place in the price of linseed oil since the advance reported last week. The demand at present is not heavy. Local dealers appear to be of the opinion that present prices will prevail for some time.

Quotations on linseed oil are as follows:—

Raw Linseed Oil—
1 to 2 barrels..... 59c per gal.
3 to 5 barrels..... 58c " gal.
6 to 9 barrels..... 57c " "
Boiled Linseed Oil—
1 to 2 barrels..... 62c per gal.
3 to 5 barrels..... 61c " "
6 to 9 barrels..... 60c " "
10 barrels ..... Open.

Oil for less than 1 barrel 7 cents per gallon additional, with the usual charge for cans.

White Lead.

There is a fair demand for immediate needs. Quite a number of orders have been booked for spring delivery. Orders are being taken for delivery up to May 15 at the following prices:

5 ton lots, $7.90 per 100 lbs.
1 ton lots, $8.20 per 100 lbs.
Less than ton lots, $8.40 per 100 lbs.

Glass and Putty.

The demand for glass and putty is not heavy at present. Glass is quoted at 15% discount.

Standard putty is quoted as follows:—
Bulk in casks, $2.40 per 100 lbs.
Bulk in 100 lb. drums, $2.60 per 100 lbs.
Bladders in barrels, $2.90 per 100 lbs.
Pure Putty, 70c per 100 lbs. advance.

Gasoline, Coal Oil, etc.

The demand for coal oil continues steady with quotations as follows:—Canadian prime white petroleum, 15½ cents per gallon; Royalite 16 cents per gallon; Palacine 18 cents per gallon.

DEATH OF JOHN TERRILL.

(Continued from page 58.)

many questions about the manners and customs of the people, and showing a lively interest in all he saw." The Prince, smoking his beloved cigar, often came over to Mr. Terrill and drew him out in conversation upon Canadian topics of interest. Mr. Terrill remembered the Prince particularly for the kindness and consideration he showed towards everyone he met.

At the time of the Prince of Wales' visit, the Montreal Rifles brigade was nine companies strong, and generally paraded about eight hundred men. In 1857 Mr. Terrill won a gold medal presented for competition drill, which took place in the old armory. When the Duke of York, now King George, arrived in Montreal on his Canadian visit, Mr. Terrill was pressed to present himself and urge his claim as Royal standard bearer, but he modestly declined to put himself forward.

Mr. Terrill towards the end began to feel the weight of his years, and for the last ten months had been confined to his bed. He leaves a family of five children, four daughters, Misses Catherine, Lillie, Rebecca and Mrs. William Blair, and one son, John Richard Terrill. The burial took place in Mount Royal Cemetery, Montreal.

Hardware Men Meet.

The annual general meeting of the Montreal Metal and Hardware Association was held in the Board of Trade rooms, Montreal, Dec. 11, the vice-president, Geo. J. Crowdy, occupying the chair in the absence of the president, H. J. Fuller, whose resignation was presented at the meeting. Mr. Crowdy presented a report of the work accomplished by the association during the year, which report was adopted for publication in the forthcoming annual report of the Board of Trade. The following officers were elected: President, Geo. J. Crowdy; vice-president, Alex. Gibb; treasurer, Esmond Peck; Directors, E. Goodwill, W. S. Leslie, R. H. McMaster, A. Prudhomme.

To All Good Men and True



GREETING

THE Old Year, with its failures and successes; it hopes and disappointments; lies behind us, leaving with us its heritage of experience and the great lessons that are not taught in schools and that can only be learned by living; the lesson that for the true heart and the strong hand there is no such word as fail and that the years are not lost, but are as stepping stones leading us continually upward to a broader and true conception of life and its meaning, so that, although we know not the end, yet can we look forward with courage, confident that all is well with the world.

A good beginning is half the battle, therefore we say to all; meet the New Year in the true New Year spirit; the spirit of hopefulness, of good will to all, of courage and the determination to make the coming year better than any that has gone before.

On looking back over the past year, one thing impresses us; the debt we owe to our many friends scattered through all the Dominion for the hearty support they have given us—for their appreciation of our efforts to serve them in accordance with the Golden Rule. We make this acknowledgment to all, and to all we give hearty greeting and our best wishes for a Merry Christmas and a prosperous and happy New Year.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

1914

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3.

Prices, 6c–60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge..... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles	base 2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 38
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—Apollo D.	Crown	Ordinary
18x24x52	4 45	4 45	4 75
60	4 70	4 70	5 00
20x28x30	8 90	8 90	9 50
20x28x80	9 40	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best Rest
16-20	3 95	3 75	3 75
22-24	4 15	3 95	3 90
26	4 40	4 20	4 15
28	4 65	4 45	4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.15.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

Size.	Standard Wrought Black.	Buttweld Galvd.
¼ inch	$ 2.16	$ 3.06
⅜ inch	2.16	3.06
½ inch	2.72	3.57
¾ inch	3.11	4.26
1 inch	4.59	6.29
1¼ inch	6.21	8.51
1½ inch	7.43	10.18
2 inch	9.99	13.69
2½ inch	15.80	21.65
3 inch	20.66	28.31
3½ inch	26.22	35.42
4 inch	31.07	41.97

Size.	Standard Wrought Lapweld Black.	Galvd.
2 inch	$ 11.47	$ 15.17
2½ inch	16.38	22.23
3 inch	21.42	29.07
3½ inch	27.14	36.34
4 inch	32.16	43.06
4½ inch	36.20	48.90
5 inch	42.18	56.98
6 inch	54.72	73.92
7 inch	80.92	109.50
8 inch	97.92	132.50
9 inch	117.30	158.70
10 inch	140.10	189.50
12 inch	172.40	233.20

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11¼
Light copper & bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd	0 26½	0 25
Wiping	0 24½	0 24

Hoyt's strictly, standard, wiping, 20c to 30c lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 25	5 75

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00

Redipped Charcoal Plates—Tinned.

M L S Famous (equal Bradley)	Per box.
I C, 14x20 base	$7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

Raven and Murex Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	9 50

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00
I X, 14x20 base	8 25
I X X, 14x20 base	9 50

"Allaway's Best" Standard Quality.

I C, 14x20 base	4 65
I X, 14x20 base	5 65
I X X, 14x20 base	6 65

BRIGHT COKES.

Bessemer Steel— I C, 14x20 base	4 50
20x28, double box	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 40
I X, Terne Tin	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade— XX, 14x56, 50 sheet bxs.) XX, 14x60, 50 sheet bxs.) XX, 14x65, 50 sheet bxs.)	7 50

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50 ....
72x30 up to 26 gauge, case lots	8 95 ....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots; No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 55

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

1913 Christmas 1913

The Festive Season of Good will and Good Cheer is with us again, and friendly greetings are the order of the day.

To you, our Business Friends from Coast to Coast —

A Hearty Greeting

May the Christmas Season be one of Happiness for you and yours, and may the New Year unfold for you a bounteous store of Health and Prosperity.

PINCHIN, JOHNSON & CO.
(CANADA), LIMITED.

Toronto Winnipeg Vancouver London, England

ESTABLISHED IN ENGLAND 1834

MARTIN-SENOUR PAINTS & VARNISHES

A Merry Christmas

There seems no better way to say it, at least, no way of adding to the value of this greeting; so, to all Martin-Senour Dealer-agents, as well as every man, woman and child in Christendom, we extend the Season's Greetings.

May the whole world enjoy—

A MERRY CHRISTMAS

THE MARTIN-SENOUR CO.

LIMITED
PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN
TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 60 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Richards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 .... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 .... 10 00
New Millo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction, Oscillating and Big Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 95c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4¼c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 95
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney 0 85
Pitch, Scotch, per 100 .....) 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 2 00

2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Nails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.
12 in., doz. prs. 4 65 4 90

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 60
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

1½ lb. size, 2 doz. in case, case.. 4 80
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 51
12 " " " 3 98
15 " " " 5 83
Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS.

	Per cent.
Disston's	75
Great Western American	75
Kearney and Foot, Arcade	75
J. Barton Smith, Eagle	75
McClellan Globe	75
Black Diamond	66⅔
Delta Files	60
Nicholson	66⅔
Jowett's (English list)	27½
Spear & Jackson (English list)..	35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz.... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.

HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (5,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples—
¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1¾-inch	$1 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	1¾	3 10
7	2 5-16	2 90
8	1¾	2 75
9	2 11-16	2 60
10	2¾	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 5, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller, $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3¼c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—	
Shelf-lock	18c ft.
Ontario	16c ft.
Faultless	20c ft.
Extra Heavy	28c ft.
Hercules	23c ft.
Decorator	18c and 20c ft.
Chair Ladders, each	$1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.....	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22	....		2.86
24	....		3.12
26	....		3.38
28	....		3.64
30	....		3.90
32	....		4.16
34	....		5.10
36	....		5.40
38	....		5.70
40	....		6.00
44	....		7.48

(COMMON SINGLE LADDERS)

8 ft., each	$0 80
10 ft., each	1 00
12 ft., each	1 20
14 ft., each	1 54
16 ft., each	1 76
18 ft., each	1 96
20 ft., each	2 40
22 ft., each	2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each	$1 50	14 ft., each	$4 20
8 ft., each	2 00	16 ft., each	4 80
10 ft., each	2 50	18 ft., each	5 40
12 ft., each	3 00	20 ft., each	6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.35, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 90 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 0 90 1 25

MALLETS.

Tinsmiths' 2½ x 5½ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 15 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 50
Axoline brass cleaner, 100 in pkge 6 50

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

F. J. COX, Winnipeg Western Agent

Good Profits and Complete Satisfaction

assured every dealer who recommends and sells our high grade.

Black Diamond TARRED FELT

In fact, we guarantee it to last as long as the building on which it is used.
A strong selling point aside from its durability is that it keeps the house cool in summer and warm in Winter. Investigate at once. Get our Prices.
We also manufacture a full line of wrapping papers.

RED S BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

HEINISCH
Trimmer Handle
Tinner Snips



Heinisch Quality
Assures Maximum Service

We manufacture a full lineof Tinners' Snips, Tailors' Shears, Scissors, Trimmers, etc.

Your jobber can supply you.

Our firm name which is stamped on every article, is our guarantee of universal satisfaction.

R. HEINISCH'S SONS CO.
Newark, N.J., U.S.A.

RIVETS - NAILS - WIRE

Of The RIGHT Quality At The RIGHT Price

When on the market for rivets, nails and wire, it will pay you to get in touch with us. We will give you quick service and guarantee satisfaction.
We also manufacture Robertson Socket Head Wood Screws and High Grade Hand Drivers, Yankee Bits, Brace Bits, Burrs, Washers, etc.

Write for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. ....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Prices. Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75

Star Safety Razor, 33 1-3 per cent.
Edelweiss 16 00

ROPE AND TWINE.

Sisal rope 0 11½
Pure Manila rope 0 16½
"British" Manila 0 12½
African hemp 0 12½
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¾
Lath yarn, double 0 11¼
Sisel bed cord, 48 feet, per doz.. 0 72
Sisel bed cord, 60 feet, per doz.. 0 90
Sisel bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3-ply twine.... 0 26
" 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

650 ft., per lb. 0 12½
600 ft., per lb. 0 11
550 ft., per lb. 0 10
500 ft., per lb. 0 09½
5 ton lots, ¼c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¼-lb. pkgs., 2c lb.
Tinned rivets, net extra, 4½c per lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot , doz.... 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ¼ lb. each, per 100 lbs.. 2 35
Solid, 3 to 30 lbs. 1 63

SASH CORD.

No. 3, per lb. 0 30
Sash Chain, No. 2. hd. ft..... 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 00
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS. Per cent.

Wood	F.H., bright and steel.	85	10 7½	10
"	R.H., bright	80	10 7½	10
"	F.H., brass	75	10 7½	10
"	R.H., brass	70	10 7½	10
"	F.H., bronze	70	10 5	10
"	R.H., bronze	65	10 5	10
Drive screws		65	10 5	10
Set, case hardened		60	10	
Square cap		50 and 05		
Hexagon cap		45		
Bench, wood, per doz.		$5 00		
Bench, iron, per doz.		4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½	45
Draining tools 60	60	
Scoops .....50 and 5		45 and 5
Hollow backs and sand shovels 60		45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only. Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 1 50
Eureka tinned steel, hooks, per 1,000 .... 3 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

		Dozen		
Washita Oil, No. 1, 6 in., 7 in., 8 in.		3 50	4 00	5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10	3 50
Hindostan	per lb.	0 06	0 10	
" Slip	"	0 18	0 29	
" Axe	"	....	0 16	
Deer Creek	"	....	0 10	
Weerlick	"	....	0 25	
" Axe	"	....	0 15	
Oily White, 6 in., 7 in., 8in., doz.		5 00	6 60	7 60
Arkansas	"	....	1 50	
Water-of-Ayr	"	....	0 10	
Scythe	per gross	3 50	5 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90, brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE). Doz.

Out O' Sight Mouse Traps 0 60
Out O' Sight Rat Traps 1 20
Easy Set Mouse Traps 0 45
Easy Set Rat Traps 0 95
Blizzard Mouse Traps 0 45
Blizzard Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 311E 84 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28 in..	0 70
" " "	34 in..	1 00
" " "	38 in..	1 25
" " neckyokes,	36 in..	1 25
" " doubletrees,	40 in..	0 95
" " lumbermans,	44 in..	0 95

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60
Japan, 65; tailors', 40; pruning, 79.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $6.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.
Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 60
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 50	0 60
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders and fry pans, 50 and 5 per cent.

Star A1 chopper, 5 to 32	1 35	4 10
" 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

Oil stoves and ovens, 50 and 10.

MOPS AND IRONING BOARDS.

Mops, per do z..... 1 20 1 50
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers, 40 and 5 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 73½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz. 6 60
With rim, 18x28, per doz. 7 20
With rim, 20x30, per doz. 7 80
Without rim, 18x24, per doz. 4 00
Without rim, 18x28, per doz. 4 50
Without rim, 20x30, per doz. 5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia



Dry as hard as stone and as smooth as silk.

"SILKSTONE" (COPYRIGHT)

The Flat Wall Colours That Satisfy Most Particular People



"Silkstone" gives a soft, mat-like surface and dries without gloss, yet with plenty of life.
Can be washed with castile, or any soap not containing lye, without losing any of its beauty.
Sanitary and very durable. It is more economical than distemper colours and can be used where distemper cannot.
Let "Silkstone" prove that it's a business builder—send a trial order.

We want agents in every unrepresented district.

G. F. STEPHENS & CO., Limited

Branch at Calgary, Alta. — WINNIPEG, CANADA

Christmas Greetings

and our best wishes for

The New Year

R. C. JAMIESON & COMPANY, Limited

Established 1858

MONTREAL — Owning and operating P. D. Dods & Co., Limited — VANCOUVER

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box.	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

	Per gallon in quart tins.
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake 0 10	0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19½
In 50 & 100 lb. drums, per lb.	0 20½
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 80
Pint tins, dozen	1 10

PUTTY.

	Montreal	Standard Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	53	59
Linseed Oil, 3 to 5 bbls.	52	58
Linseed Oil, 6 to 9 bbls.	51	57
Linseed Oil, boiled—		
single bbls.	56	62
3 to 5 bbls.	55	61
6 to 9 bbls.	54	60
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams konal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac," coach	1 30
B.H., Ltd., "Gold Medal," cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Single Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.
Montreal prices, no discount.

Size United Inches.	Single Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto Per 100 lbs.
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 80 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.91 Fort William, $2.27 Winnipeg. Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg, American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅜, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap, 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $91.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $36.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.36 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.50; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

Do You Know—We Told You

I.C. RED LEAD IN LINSEED OIL

IS BETTER

Than other Red Leads or Red Lead substitutes.

BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

NOW WE ARE GOING TO PROVE

I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

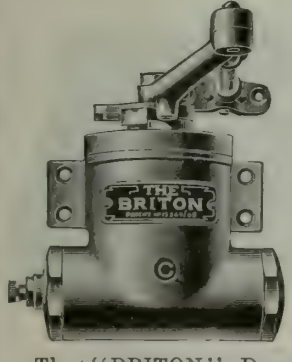
YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

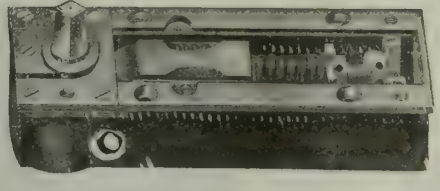
Watch this space for report of tests which are now being made.

International Color & Chemical Co. of Ontario Limited

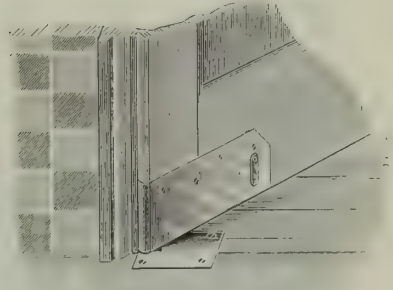
BRIDGEBURG -:- -:- -:- -:- ONTARIO



The "BRITON" Door Check and Spring.



"ALBION" Floor Spring.



"ERA" Shoe Door Spring.

WM. NEWMAN & SONS

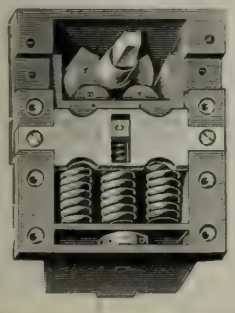
LIMITED

Manufacturers of Spring Hinges, Floor Springs, Door Checks and Springs of all kinds, Panic Bolts, Fanlight Gearing, etc.

LISTS ON APPLICATION.

Birmingham, ENGLAND

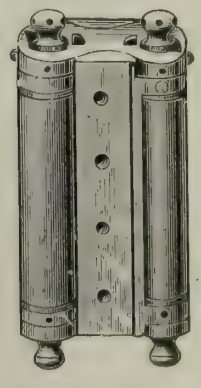
"Invincible" Floor Spring.





Rod Spring.

Regulating Spring Hinge.



ENQUIRIES to TEES & PERSSE, Calgary, Alta., or F. D. C. RICHARDS, 70 Lombard St., Toronto

To our Customers and Friends

we wish a very

HAPPY CHRISTMAS

AND A

PROSPEROUS NEW YEAR

A. Ramsay & Son, Montreal

PAINT MAKERS SINCE 1842



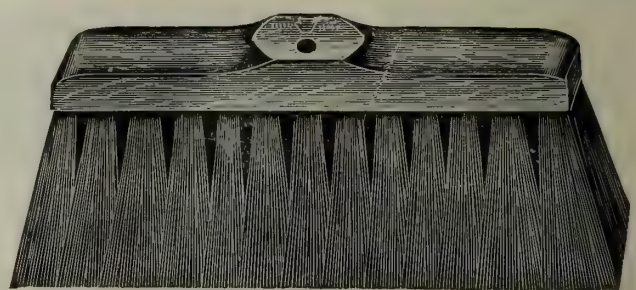
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STARTS EASY
OPERATES EASY
ACCOMPLISHES GREAT RESULTS

We want you to ask us or our Western Representatives about this "QUICKER YET" Selling Washer.

GLOBE MFG. CO., Perry, Iowa

WESTERN REPRESENTATIVES:
MERRICK-ANDERSON CO., Winnipeg, Man., Canada
McLENNAN, McFEELY & CO., Limited, Wholesale Distributors, Vancouver, B.C.



STABLE BROOMS

are in constant demand at this season of the year. We offer you genuine steel fastened Stable Brooms of which we are the originators. They cost less than pitch fastened Brooms and are guaranteed to stand the hardest usage.

Supplied in Bass, Cane, or Split Bamboo in sizes from 12 to 16 inches. Special sizes made to order.

Stevens-Hepner Company
LIMITED
PORT ELGIN ONTARIO



We wish to extend to our many friends in the trade our heartiest wishes for a Merry Christmas and a Prosperous New Year.

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LIMITED

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX

PAINTS-COLORS VARNISHES



STAINS-ENAMELS LINSEED OILS

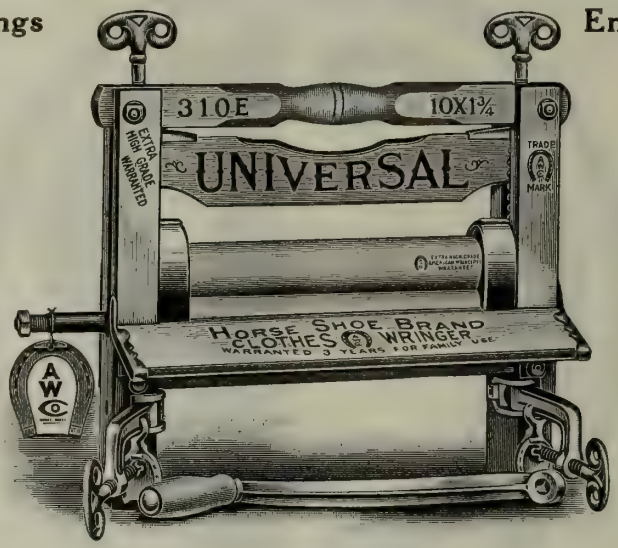
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UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs

Enclosed Cog Wheels



Plain Bearings

No. 310E Rolls 10x1 3/4 in.
" 311E " 11x1 3/4 in.

Packed 3 and 6 in a case.

Steel Ball Bearings

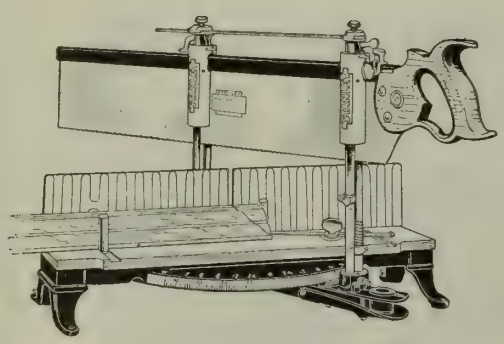
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" 318E " 11x1 3/4 in.

Same style made in Folding Bench.

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Stanley Tools

STANLEY MITRE BOXES are compact, strong and durable, are quickly and easily put together or taken apart for ease in carrying, have the greatest strength with the leas weight, and will do the widest range of work of any Mitre Box made.

No.	Saw	Capacity Right Angle	Capacity Mitre (45 deg.)	Capacity at 80 deg. without Stock Guide	List Each
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242	22 x 4 "	8¼ "	5½ "	3½ "	10.75
244	24 x 4 "	8¼ "	5½ "	3½ "	11.00
246	26 x 4 "	8¼ "	5½ "	3½ "	11.25
346	26 x 4 "	9½ "	6½ "	4⅛ "	12.25
358	28 x 5 "	9½ "	6½ "	4⅛ "	13.00
460	30 x 6 "	11 "	7½ "	6 1-6 "	16.00

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

We make all kinds and sizes of **Augers** and **Bits** for all purposes where **Boring Tools** are used.

Ship Augers.
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Nut Augers.
Rarting Augers.
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Machine Bits (All styles for all kinds of special work).
Snell Pattern Auger Bit.
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120 Years of Bit-Building Experience



goes into every Bit that we offer the trade, with the result that the quality is far from being equalled.

Every Bit that bears our firm name on its shank is backed by our long retained reputation, experience and our guarantee.

It will pay you to write for full particulars to-day. Good profits and more sales are within your reach.

"The Standard the World Over"



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Lowe Brothers Platform—just this:—

To mix only the quality of paints that make good—the kind our agents can sell easiest, with the greatest percentage of profit, the minimum of trouble to themselves and the maximum of satisfaction to their customers.

And first, last and all the time to deal through one exclusive agent in each territory to whom we can give, and from whom we will receive, undivided co-operation and support.

Test our paint and test our platform—test the paint by its performances and test us by asking our agents in other territories to give you their experiences. We'll abide by the results.

Lowe Brothers LIMITED
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DISTRIBUTORS:
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The New H & R Self-Loading Pistol Caliber 25 (6.35 M/M)

TRADE H&R ARMS CO. MARK



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A hammerless pistol of the automatic type combining the desirable features of the various pistols now on the market and offering in the highest degree simplicity of construction, strength and reliability of mechanism, light weight and compactness.

A special circular describing this pistol, also a catalog of our complete line, will be mailed to any address on request.

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ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.



INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

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Wood Mantels, Electric-Coal-Gas-Grates, Portable Baskets, Gas Logs, Fenders and Fire Sets.
Tiles and Tile Work in all its Branches.

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GET OUR FINE CATALOGUES
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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

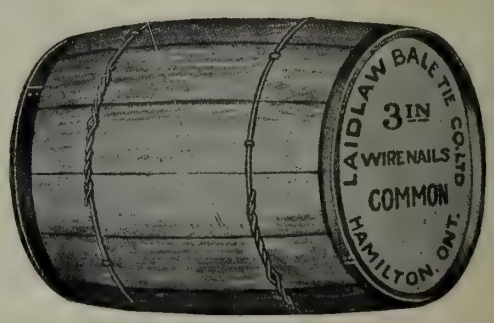
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We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES



These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

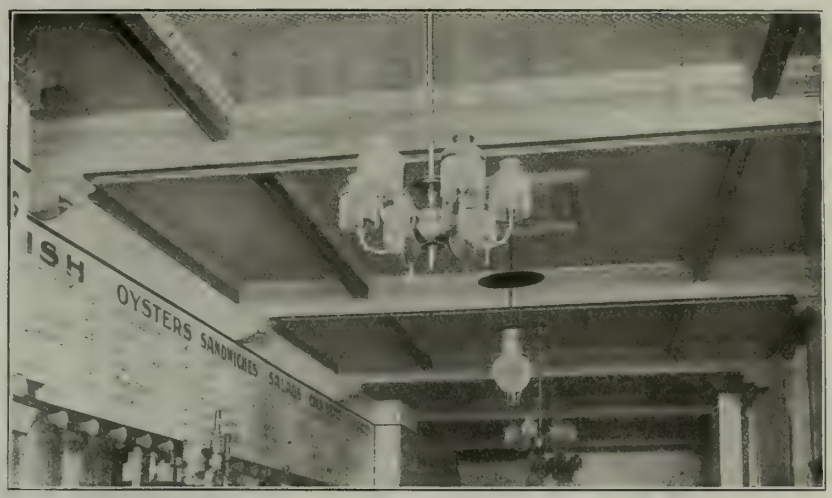
We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED HAMILTON

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We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

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Associated with A. B. ORMSBY, Limited

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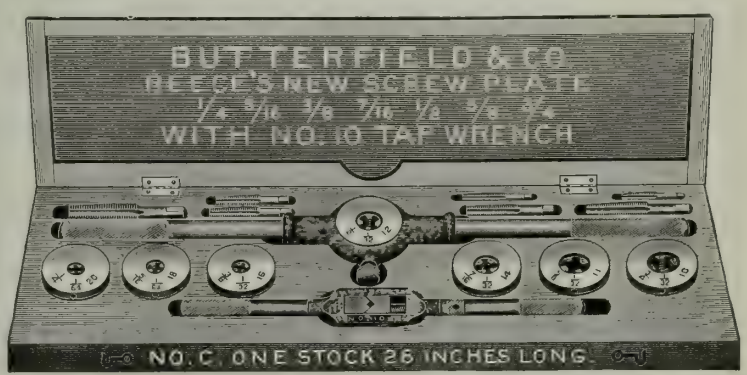
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Head Office: PRESTON, ONTARIO

"BUTTERFIELD"

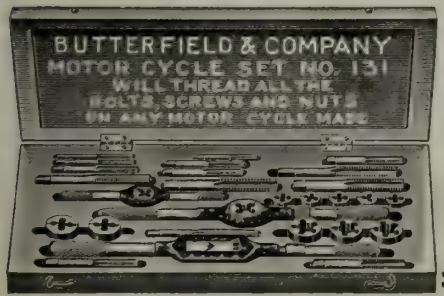
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The Result of 35 Years' Experience



The New Reece Screw Plate, Bicycle and Motor Cycle Sets, Taps, etc., are profitable lines for the hardware trade. The name Butterfield stands for highest quality, and all goods bearing this brand are fully guaranteed in every respect.

Write to-day for catalogue showing our extensive line.



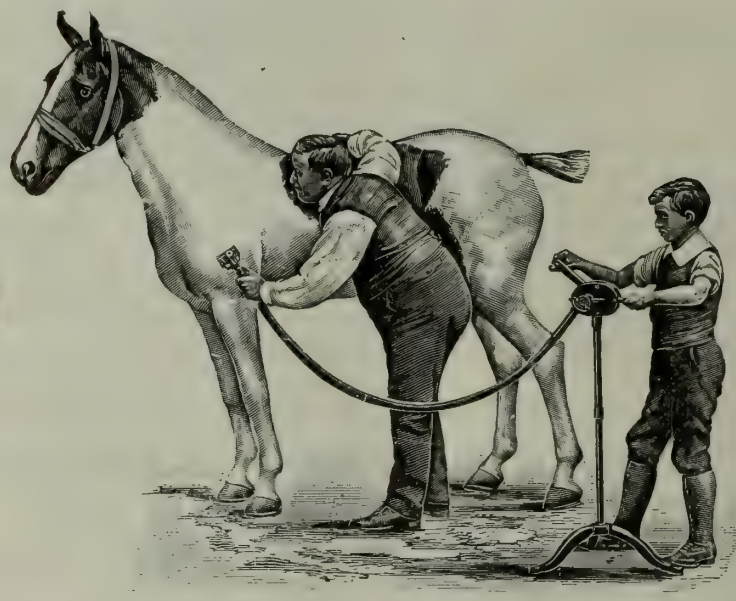
BUTTERFIELD & Co.

ROCK ISLAND, QUE. DERBY LINE, VT.

The Standard Clipper!

We invite comparison either in foreign or domestic lines of Clippers

THE BURMAN No. 17



BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable parts.

All British built and made from the best steel in the world.

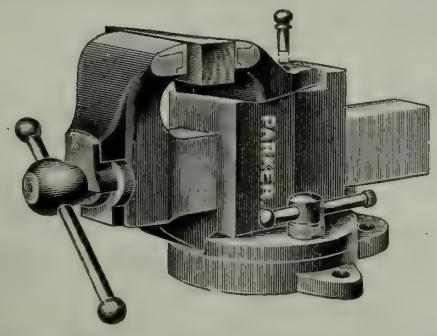
A line that never fails to please and which leaves you a 'worth-while' profit.

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Sole Canadian Agents

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PARKER'S
Swivel Victor Vises



It is fitted with a solid steel bar, and has removable jaw faces, which are made of the best Tool Steel.

Strong and well made—all parts are renewable. Write to-day.

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Canadian Hardwaremen

We extend our best wishes for

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and

A Happy and Prosperous New Year

Remember that we have shown our faith in the West by establishing our factory here and devoting our whole time and attention

To this section.

Show your faith by insisting on getting Home Made Goods.

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THE DOMINION WASTE MFG. CO., Limited
Cotton and Wool Waste
An inquiry will bring our salesman

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A Practical XMAS Gift
Is a Good TOOL BAG

Dealers should stock up at once.

Inspectors' Russet Leather Bag
Made of good strong leather with extension ends and shoulder strap. Has saw receptacle. Sizes 16, 20 and 24 inches in length.

Inspectors' Black Leather Bag
Made of black harness leather. Strong and substantial. 15 and 20 inches long; height 12 inches.

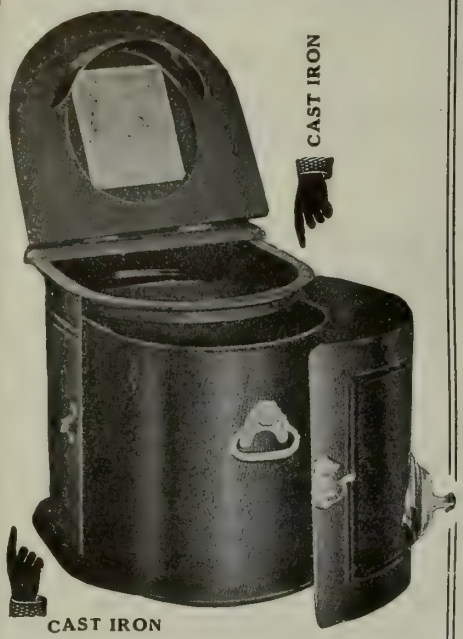
Linemen's Heavy Canvas Bag
Has harness leather bottom studded with clincher studs that go through and clinch on the inside. Strong steel frame with heavy canvas sides. Length, 20, 16 and 12 inches.

Get our dealers' proposition on the subject of interest to you. Write also for 96-page illustrated catalog.



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Sanitary Chemical Closets

NOTE: Use only Parkyte Chemical in our Closets.

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All Western Jobbers are Stocking Parkyte Closets.

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The WHITE MOP WRINGER



is the world's standard

It wrings mops thoroughly, easily, quickly and neatly.



Sold by Jobbers and the old reliable White Mop Wringer Co.

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Metallic Nickel

SHOT, BLOCKS, INGOTS

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ELECTROLYTIC NICKEL

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Prime Metal for the manufacture of Nickel Steel, German Silver, Anodes and all Alloy purposes.

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Manufacturers of

Table Cutlery, Pocket Knives, Scissors, Razors, Spoons and Forks

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Then stock and sell only H. Boker & Co.'s "Tree" Brand Knives, Razors, Shears, Scissors, Carvers, etc., etc. None genuine without the "Tree" stamped on each piece.



They are carefully inspected before leaving the factory and are guaranteed to give satisfaction, and to be the highest quality it is possble to produce.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

Canadian Business Men
who have made their millions

How they did it.

Every Merchant and Business man should read the two stories that appear in the January Number of MacLean's Magazine.

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being the story of the three bachelor brothers, telling how the present William Price, M.P., became a multi-millionaire. This sketch is full of interesting anecdotes and information that should be familiar to every Canadian.

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The Millionaire of Nova Scotia

This story shows how this young Napoleon of Finance became the head of a powerful brokerage and achieved political renown. Don't miss reading this sketch.

The other excellent articles are no less interesting to business men. In fact the January Issue is teeming with information and interest, peculiar to the Merchant, Business and Professional men of Canada.

Here are the titles of other articles that will interest you:

Culture in Business Life, by Alexander F. Eastmen, M.P.

A King in Poultrydom. A University Graduate and a School Master whose hobby has made him, by Herbert Gransford.

How it Feels to Carry Money; Money Making Fur Animals, and other features in Fiction and Romance, **Review of Reviews,** etc.

Then you must not forget the Series of Articles by Frederick W. Wile dealing with the men who are making modern Germany the greatest Commercial Nation in the world to-day. The January issue contains an intimate sketch of Von Terpitz—the man who built the German Navy.

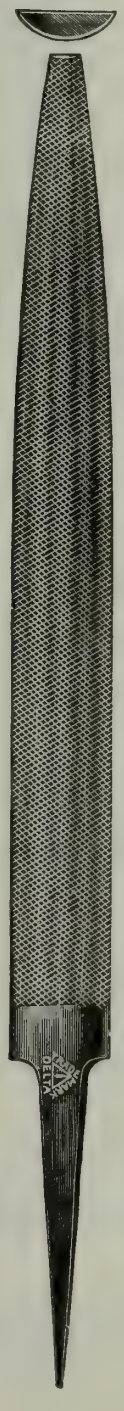
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those customers of yours — the very best of everything you stock. They're largely machinists —men who know good tools, and you've got to give them what they ask for or stand the inevitable loss of trade.

Then see that you always have in stock, a representative line of crucible steel

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They're so well made, cut so fast, last so long and have gotten such a reputation amongst file users, that every man who knows will ask for them.

It won't do your other business any harm either if you always have Deltas on hand, and can supply them promptly.

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Order from your jobber anywhere but always look on the tang for this mark.

It safeguards both dealer and customer everywhere.

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CANADIAN AGENTS:

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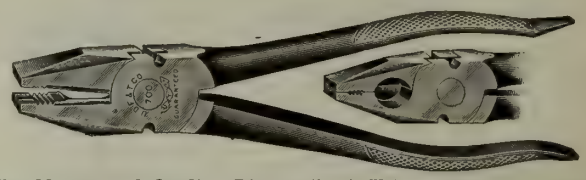
Make your Plier trade grow by handling THE QUALITY LINE of Pliers and Nippers. Quality is the most essential feature in determining the value of a Line of Pliers.

UTICA Nippers and Pliers are superior in QUALITY, FINISH and DESIGN.

They are the finest that can be produced by human agencies.

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UTICA DROP FORGE & TOOL CO., Utica, N.Y., U.S.A.



The Schick Patent Sewer and Pipe Cleaner

does all the work itself. Why bother with cleaning other parts of your house, if you are not sure that sewer and waste pipes, sinks, basins, bath tubs and toilets are clean?

The Schick Patent Sewer and Pipe Cleaner keeps all sewers and pipes sanitary. Never any come-back of germs, but will force them on through pipes.

Mr. Dealer, there is a good profit and sale for these. Send for jobbing prices and discounts. For sale in Winnipeg, Man., by J. H. Ashdown Hdw. Co., Ltd.; Bouye Bros. Co., and Robison Co., Ltd.

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Larger sizes made to order.

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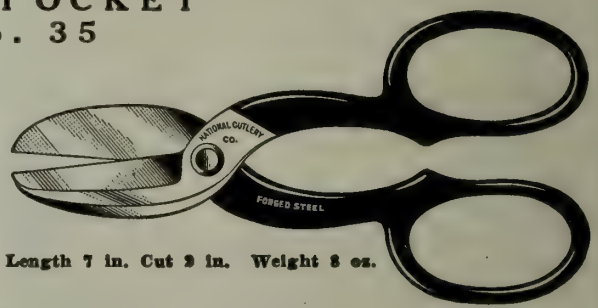
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SALEABLE TO EVERY MAN.

Drop Forged, Light Weight, Convenient Size. List, $1.00 each.

SUPPLIED IN JAPAN OR SPECIAL RUST PROOF FINISH.

There will be more No. 35 Snips sold than any other Snip made.



Length 7 in. Cut 2 in. Weight 3 oz.

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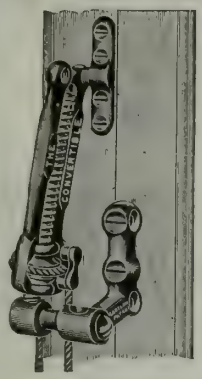
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BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

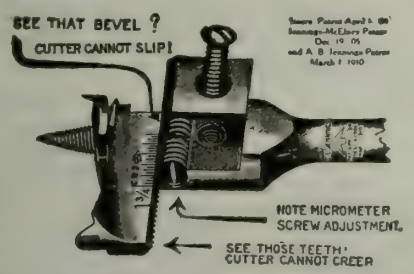
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

The Greatest Invention Ever Made in Wood Boring Tools

By means of the micrometer screw adjustment the cutter can be adjusted to 1-1000 of an inch and once adjusted will bore any number of holes and each hole will be exactly the same size, both top and bottom.



Made in two sizes:
No. 1—cuts from ⅞ to 3 in.
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Both furnished with two cutters.

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Red Tip CALKS



are used by owners of fast horses for Winter driving. With them you can go as far as you like as fast as you like, without fear of accident from falls.

They are Horse Insurance that every driver of valuable horses needs. Are you supplying them?

Red Tip CALKS

are a Winter necessity to lumbermen, coal dealers, draymen and all others who do heavy hauling.



The horse given a sure footing can pull on any road, however hilly or slippery and wide detours to avoid bad places in the roads become unnecessary. Are you getting this business?

CALKS

are essential to grocers, butchers, bakers, etc., whose goods must be delivered daily, regardless of weather. All the time lost by a horse slipping and falling on icy streets can be saved by

Red Tip Calks

United States Factory:
New Brunswick, N.J.

Canadian Office and Factory:
25 St. Peter Street, Montreal



The Chuck
Cannot Work Loose In Our

Master Ratchet Brace

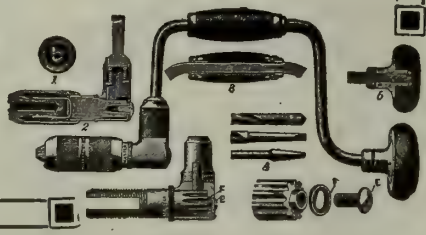
because firmly secured by a flat head screw and patent cup washer — a feature that will commend itself to practical men. These excellent features are also found in all our braces of the better grades.

Do not be content with a brace that is always out of order, when you can get this one and get rid of your troubles once for all.

Write for details and complete Catalog

MILLERS FALLS COMPANY

28 Warren Strect
New York



SHEET ZINC

PROMPT SHIPMENT FROM STOCK

GAUGES 4-8-9-10-11-12

B. & S. H. THOMPSON & CO., Limited

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Practically all the Manual Training Schools in Canada Use Our

High Quality Tools

We make a full line of fine Beveled Edge Tang and Socket Chisels, Pattern Makers' Chisels and Gouges, Turning Tools, etc.

You cannot find a more complete assortment of **carving tools** on the continent.

Dealers can make a big profit by handling this line. Ask for catalog.

BUCK BROTHERS

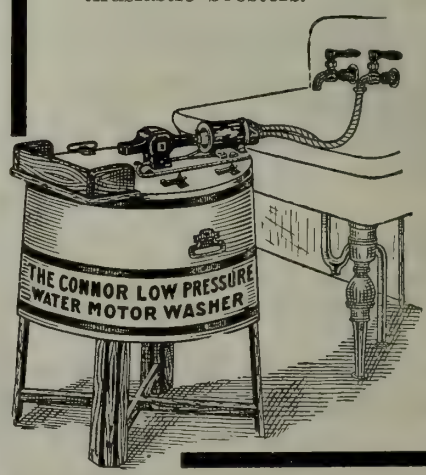
Millbury, Mass., U.S.A.

Pressure Doubts

Doubts as to whether a washer would run efficiently during periods of low pressure kept many from buying a water-power-driven machine. Now here is the

CONNOR LOW PRESSURE Water Motor Washer

which disposes of these doubts and turns "doubtful prospects" into buyers and enthusiastic boosters.



Dealers should write at once for our proposition. Booklet and full details free.

J. H. Connor & Son
Limited

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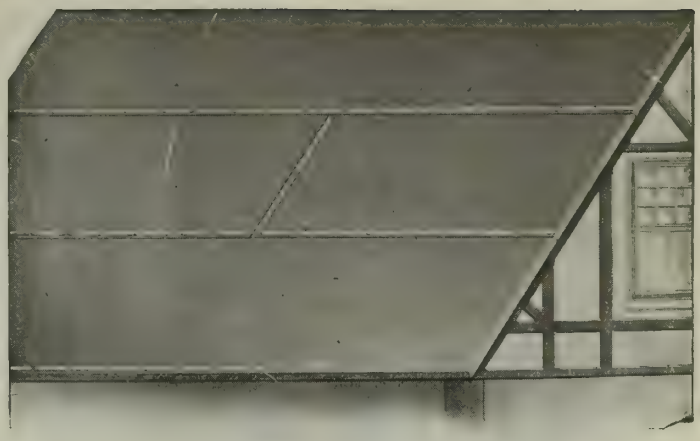
The *National* lock is *superior* to all others in simplicity of construction, strength, durability and quality of finish.

It will attract the *best hardware* buyers to your store. It will give perfect satisfaction.

The world needs a trouble saver—we have it. Let us convince you before you buy. Write for samples and prices.



NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA



Trinidad Lake Asphalt Waterproofs the Roofing; the Kant-leak Kleet Waterproofs the Seams.

¶ That's the combination, Mr. Merchant, that you can't find in ordinary roofing. It gives the superb strength and weather-resisting qualities to the modern, enduring, economical roofing—

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

¶ It gives the lasting service that customers have wanted and have never so completely found in roofing before.

¶ It gives you a lead in making sales, and in securing unbounded satisfaction and larger patronage.

¶ Don't miss your opportunity! Order now from your jobber. Write us for samples and full information.

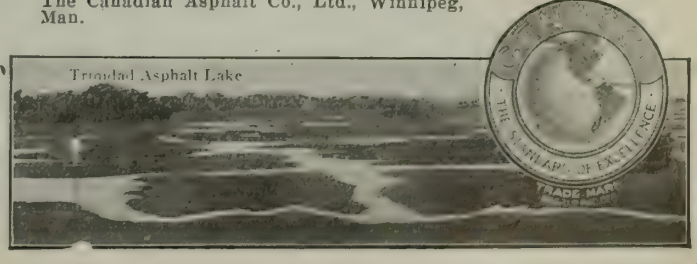
The Barber Asphalt Paving Company

Largest producers in the world of asphalt and ready roofing.

PHILADELPHIA

New York **San Francisco** **Chicago**

Lewis Bros., Ltd., Montreal; Branches, Ottawa and Toronto.
Evans, Coleman & Evans, Ltd., Victoria, B.C. D. H. Howden & Co., Ltd., 200 York St., London, Ont.
The Canadian Asphalt Co., Ltd., Winnipeg, Man.



Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

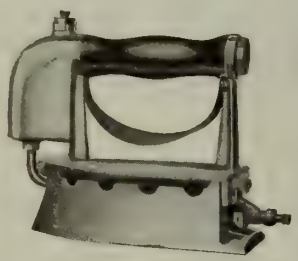
Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.

LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

Easy for you to sell Easy for your Customer to use—



Patd. Aug. 9th. 1910.

The "Standard" altogether is an easy money proposition.
A self-heating sad iron, light, handy, easily regulated; safe, economical, usable anywhere, it will appeal directly to that large number of your patrons, the housewives.
For them it robs ironing day of its fatiguing terrors.
For you it earns a handsome profit. We guarantee it absolutely safe; it has a cast fuel tank, and we back you up in selling it on the "money back if not satisfied" principle.

Write for our proposition to-day.

The Standard Sad Iron Co.
Mansfield, Ohio.

The Eagle Mop Wringer and Bucket



Will help boost your reputation as an up-to-the minute Hardware dealer. It's a good wringer and a good bucket combined into one article in a form most convenient for the user. It also pays a very nice profit. You should make it part of your stock.

We have a complete line of woodenware, willowware, brooms, brushes, wrapping paper, paper bags, cordage and twines.

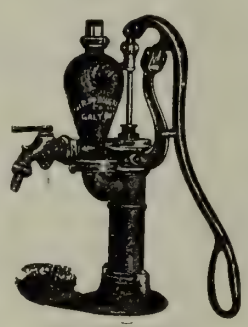
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Walter Woods & Co.
Hamilton and Winnipeg

Good Pumps with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

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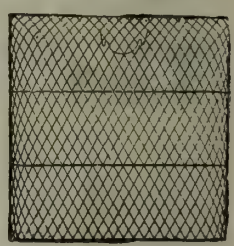
The R. McDougall Co., LIMITED
GALT, CANADA

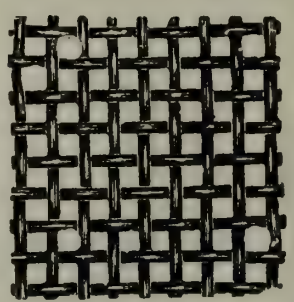
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You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.** Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list





Manufacturers of **Double Crimped Wire Cloth and Wire Screening for all purposes.**
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

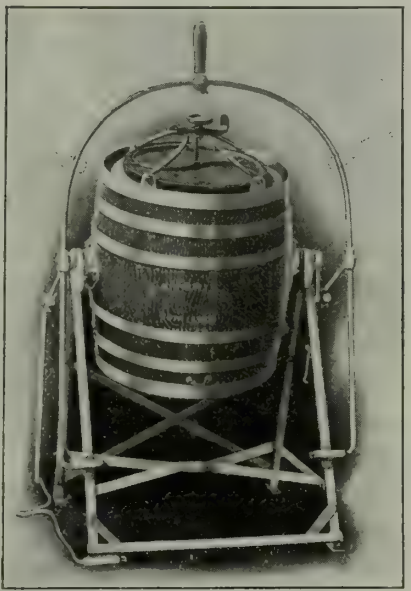
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Canada Wire & Iron Goods Co.
HAMILTON

MAXWELL'S
"Favorite" Churn

has been known and used for nearly twenty years. More "Favorites" are sold annually in Canada than all other makes combined. Barrel of best imported oak with silver aluminum hoops, exceptionally large roller bearings, easy running and durable. A special feature is the Bow Lever Handle can be adjusted to centre, left or right, whichever is easiest for driving.



Send for Illustrated Catalogue of the easy-selling Maxwell lines.

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Satisfied Customers
Is Always the Result of Selling

STILL'S
Axe Handles

These handles are unexcelled in quality, finish and durability, and are well balanced and well shaped.

The selection and seasoning of the wood—the shaping and balancing of the handles, are done by men who make a specialty of this work.

We guarantee satisfaction. Our prices will interest you.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

DOMSTEEL
WIRE
Products

"From Ore to Finished Product."

Nail Wire, Rivet Wire, Annealed Wire
Straightened and Cut to Length

WIRE NAILS
All Standard and Special Gauges



LATH NAILS: We have installed special equipment for the bluing and packing of lath nails, and we are now in a position to supply these nails **ABSOLUTELY FREE** from all foreign substances.

Blued nails are packed in specially prepared kegs, paper lined, which assures them being received by the Lather in a perfectly sanitary condition.

Specify "Domsteel Sterilized Nails.'

DOMINION IRON & STEEL CO. Limited

Head Office and Works
SYDNEY, N.S.

Sales Offices: Sydney, N.S., 112 St. James St., Montreal., 18 Wellington St. E., Toronto.

BATHROOM FIXTURES
of Quality

MADE BY

KINZINGER, BRUCE & CO.

LIMITED

NIAGARA FALLS, CANADA

Catalogue on request

Mr. Hardware Merchant

Start 1914 right.

Place your order now **for the only Ash Sifter that will stand the dust test.**

Attached scuttle, double rims, etc. We stand back of this sifter.

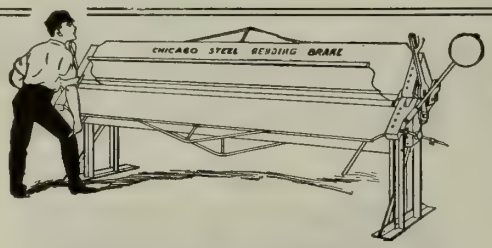


The Banner is a Quick Seller at $2.50

Yields a good profit.

The Burrowes Mfg. Co.

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CHICAGO STEEL BENDING BRAKES

(Made in all sizes)

Regarding the Steel Bending Brake we purchased last spring, are pleased to report that we are more than delighted with this machine, not only with the way that it is constructed, but with the work it turns out. We formerly used a —— brake, but are very glad indeed now that we have made the change. We get more speed and better results.

Yours truly,

THE McCLARY MFG. CO., C. E. Main, Manager

THE STEEL BENDING BRAKE WORKS, LTD.

CHATHAM, ONT.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

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ARCTIC METAL
FOR COOL BEARINGS! IT'S RELIABLE.

Babbitt your journals with

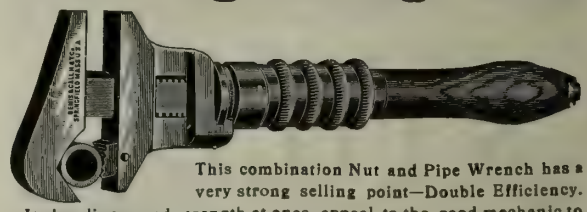
ARCTIC METAL

The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.

HAMILTON, ONT.

A Strong Selling Point



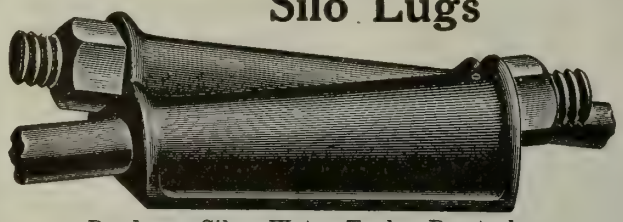
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

TRADE B&C MARK

Silo Lugs



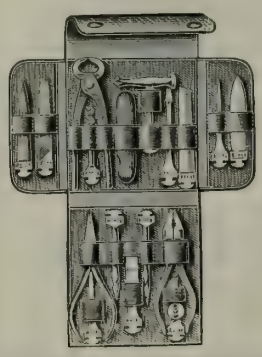
Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited

OTTERVILLE, ONTARIO

BOENTGEN & SABIN

SOLINGEN - GERMANY



Manufacturers of

BONSA BRAND FINEST CUTLERY

Specialty:

BONSA TOOL PADS in Leather Cases

Most useful for the Handy Man, Motorist, Electrician or Machinist.

Write for Catalogues

Wholesales and Jobbers supplied only.

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

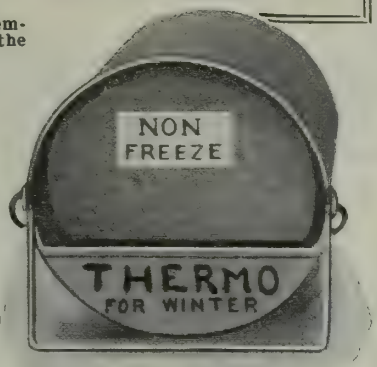
After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON
SALEM, NEW YORK



THERE IS ONLY ONE GERMANTOWN LAMP BLACK

We lead the world in the manufacture of High-Grade Lamp Blacks.

Bear Brand is used by all consumers who are able to discriminate between a real lamp black and a substitute.

BEAR BRAND LAMP BLACKS

WILCKES MARTIN WILCKES CO.
New York, N.Y., U.S.A.
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THE LARGEST PRODUCER & SHIPPER IN U.S.A.



CLABROUGH GUNS

ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

STACEY CUTLERY CO., Ltd.
ST. THOMAS, Ont.

List on application, or representative will call

We have a large stock of
CARRIAGE and MACHINE BOLTS
and COACH SCREWS,
RIVETS, NUTS and
WASHERS

BOLTS

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
LONDON, CANADA

Natural Gas Goods

of every description

at

T. F. BERMINGHAM'S
20 John Street South
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Revolving CASES

A TIME SAVER and System Promoter. Every up-to-date Hardware Store should have these Cases. They prevent the mixing of screws and bolts, thus enabling the dealer to keep his stock in good shape, making it a pleasure instead of a task to handle them. These Cases are also used by the Auto trade for keeping small parts, and no one who has seen or used one will be without them. Catalog on application. Sold by all jobbers. Manufactured by



American Bolt & Screw Case Co.
DAYTON, OHIO.

BRASS CORNICE POLES and FITTINGS.
CURTAIN RODS and FITTINGS.
STAIR RODS and EYES, STEP PLATES.

Write for samples and prices.

G. B. BIRCH
The Cheapside Brass Foundry
BIRMINGHAM, ENGLAND.

The name YALE helps make the sale.

Canadian Yale & Towne Limited

Makers of YALE products. Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists.

General Offices and Works: St. Catharines, Ont.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

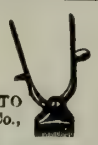
Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S NO HOT BOXES
NON FIBROUS ANTI FRICTION
MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

PRIEST'S CLIPPERS


THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

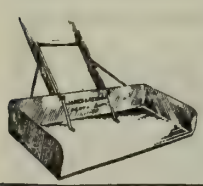
Goods Well Displayed are Half Sold!

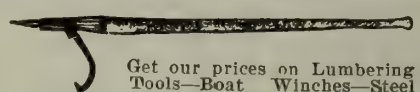
The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Coal Bags
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

Malleable Iron Castings
for Carriage and Special Castings of all Kinds
Manufactured by
P. KYLE
MERRICKVILLE, ONT.


"Hardwaremen, your Skating Rink should have a
J. & R. Ice Scraper
It cleans off Snow and water, saves time and expense, write for a circular and prices.
James & Reid
Sole manufacturers
Perth, Ont.


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**

One of the most successful retailers of late years says: "When a firm advertises in trade papers it is getting into good company. As I pick up one of a dozen of these periodicals here in my office, and glance through it, I find that the best people, the successful firms, are represented in such a way as to reflect their importance in the trade."


ATLAS STRAP HINGE
Guaranteed stronger than any other strap hinge made from basic wire of the best quality.
Japan finish. Large profit for you.
Write for Samples and Prices.
Atlas Mfg Co., 121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.

No. 60
SOUTHINGTON MFG. CO., Southington, Conn.



Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York
A. MacFARLANE & CO. Montreal
Canadian Agents

When writing advertisers kindly mention having seen the ad. in this paper.

Great Improvements
—IN—
HAMMERS



ONCE USED,
ALWAYS USED.

Unequalled as Nail Pullers,
Fast Nailers and Life Protectors

SELF SELLERS.

Double Claw Hammer Co.
453 BROADWAY BROOKLYN, N.Y.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.



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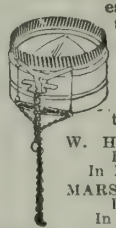
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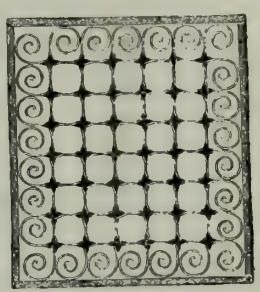
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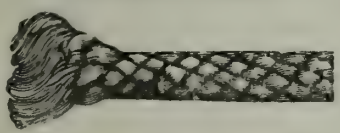

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All Civilizations are Built on Business—And Each Business Man is Building a Monument to the Age in Which He Lives.

The curtain of civilization—so far as our knowledge runs—lifts on the shifting scenes of industries promoted by tyrant kings and carried out by hordes of slaves. Business as we understand the term to-day—and so far as records run—had its beginning somewhere along the coast of Phoenicia, which was a little strip of land about 150 miles long and about 50 miles wide.

The comparatively few people who lived and worked along this little strip of land controlled the industrial markets and the marine business of the entire civilized world. This perhaps is the most magnificent and the most extraordinary illustration of the influence of business in building a nation, that the world has ever seen.

During the Middle Ages the word "business" was used as an epithet in order to discredit a man, or to belittle him. To speak of a man in those days as being "engaged in business," as "carrying on trade," or as being "concerned in the market," meant to ostracize him socially. A man who then worked at a certain trade or performed a certain service was beneath the notice of the leisure classes that lived from the labor of slaves and powdered flunkies; in other words, the classes which represented the accumulated wealth and accumulated influence of the state or nation.

It seems peculiar to the modern mind that there should have been a period of time when this attitude or this conception of service and usefulness existed. A country or a people has prospered, has made history always in times of peace; when the conduct of business has not been interrupted nor interferred with by the tyranny of government, or by the disasters of war. Nations which are constantly carrying on war within themselves, or with other nations, do not have time to build up business intercourse—business institutions; do not have time to exchange commodities, products and values with other nations.

The history of the Old Testament is a continuous recitation and rehearsal of bloody wars among tribes and among nations during which no business of any consequence was carried on and during which no advancement was possible. In the tropical zones men do little else than carry on strife, political and religious wars; or wars conducted by bands of rebels who insist that they will never submit to law or government.

The truth that stands out against this background of facts is that every modern town is a business town, that the most influential and most important individual in the world to-day—and during all the days there have ever been, is the man who has rendered some useful service. There has been a tendency and is even yet, to pay tribute to writers, poets, artists, teachers, who oftentimes are little more than idlers. Alexander von Humboldt, author of "The Cosmos," tells us that in the very beginning of the history of China—so far as records run—people gathered in beautiful gardens, overlooking the harbors of great cities, to watch incoming ships loaded with perfumes, spices, merchandise, rich fabrics and oils,—and bringing news and information from every part of the known world. This was the "Golden Age of China."

Travellers and scientists have shown us, beyond any question, that long before recorded history began, there were in China well-travelled roads used as highways of commerce, which for centuries have been buried beneath vast beds of drifting sands. Along these highways of business there were beautiful lakes, artificial canals, parks, groves of trees, hamlets, towns and cities; and people hurried back and forth about their business—exchanging ideas and carrying on commerce between themselves.

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Steel Co. of Canada, Ltd. Hamilton.

Expansion Bolts.
Star Expansion Bolt Co. New York.

Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, New Britain, Conn.

Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.

Filters.
A. Ramsay & Son Co., Montreal.

Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.

Fire Escapes.
Dennis Wire & Iron Co., London.

Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.

Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Flint Paper.
Jno. Oakey & Sons, Ltd., London,

Food Choppers.
Enterprise Mfg. Co., Philadelphia.
Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.

Foot Scrapers, Automatically Adjustable.
Victor M. Grab Co., Chicago.

Fruit Presses.
Enterprise Mfg. Co., Philadelphia.
Victor M. Grab Co., Chicago.

Forgings.
Steel Co. of Canada, Ltd. Hamilton.

Fuel Savers.
Automatic Damper Co., Hamilton.

Furnaces, see Stoves.

Galvanizing.
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
Steel Co. of Canada, Ltd. Hamilton.
E. T. Wright Co., Ltd., Hamilton.

Galvanized Iron.
Henderson & Richardson, Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
Pedlar People, Ltd., Oshawa.
B. & S. H. Thompson & Co., Montreal.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Galvanized Sheets.
Deforest Sheet & Tinplate Co., Niles, O.

Galvanized Ware.
H. S. Howland Sons & Co., Toronto.
E. T. Wright Co., Ltd., Hamilton.

Garden Tools.
Simmons Hdw. Co., St. Louis, Mo.

Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co. Toronto

Gauges.
L. S. Starrett Co., Athol, Mass.

Glass.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.
A. Ramsay & Son, Montreal.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.

Glass, Ornamental.
Consolidated Plate Glass Co., Toronto.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.

Glass, Sheet and Figured.
A. Ramsay & Son, Montreal.

Glass Paper.
A. Ramsay & Son Co., Montreal.
Jno. Oakey & Sons, Ltd., London, Eng.

Glass, Wired.
Saskatchewan Glass & Supply Co., Moose Jaw.
G. F. Stephens & Co., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

Glaziers' Diamonds.
Pelton, Godfrey S.
Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Gouges.
Buck Bros., Milbury, Mass.

Grindstones.
Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

Guns.
J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hail Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

Hammers.
Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

Handles.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
Cowan & Britton, Limited, Gananoque.
Watrous Mfg. Co., Des Moines, I.

Hardware, Metal Window.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

Harvest Tools.
H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

Heat Regulators.
Automatic Damper Co., Hamilton.

Hinges.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

Hockey Sticks.
Still, J. H., Mfg. Co., St. Thomas.

Hooks.
P. & F. Corbin, New Britain, Conn.
Cowan & Britton, Ltd., Gananoque.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore, Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd. Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
Parmenter & Bulloch Co., Gananoque.

Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
Independent Cordage Co., Toronto.

Rope Cutters.
Victor M. Grab Co., Chicago.

Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

Scales.
Aylmer Pump & Scale Co., Aylmer.

School Desks.
Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

Snow Shovels.
Can. Buffalo Sled Co., Preston.
The Sheet Metal Products Co., Montreal, Toronto, Winnipeg.

Stocks and Dies.
Butterfield & Co., Rock Island, Que.

Stove Casters.
Chicago Hdw. Fdry. Co., Chicago.

CLASSIFIED INDEX, CONTINUED FROM PRECEDING PAGES

Sleds.
Can. Buffalo Sled Co., Preston.
Silverware.
McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls.
Standard Silver Co., Toronto.
Solder.
Canada Metal Co., Ltd., Toronto.
Hoyt Metal Co., Toronto.
Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.
Sprayers.
Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Spools and Bobbins.
The Lachuute Shuttle Co., Ltd., Lachute Mills, P.Q.
Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Stains.
A. Ramsay & Son Co., Montreal.
Stains, Shingle.
Berry Bros., Walkerville.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
International Varnish Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Stains, Wood.
Berry Bros., Walkerville.
International Varnish Co., Toronto.
G. F. Stephens & Co., Winnipeg.
A. Ramsay & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.
Stampings (or Metal Stampings).
Frank Mossberg Co., Attleboro, Mass.
Staples.
Cowan & Britton, Limited, Gananoque.
B. Greening Wire Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Steel, High Speed.
Henderson & Richardson, Montreal.
Steel, Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg.
The Stanley Works, New Britain, Conn.
Steel Wire Hoops.
Steel Co. of Canada, Ltd., Hamilton.
Stencils.
Hamilton Stamp & Stencil Co., Hamilton, Ont.
McClary's, London, Ont.
The Steet Metal Products Co. of Canada, Ltd., Toronto.
E. T. Wright Co., Ltd., Hamilton.
Store Ladders.
F. E. Myers & Bro., Ashland, Ohio.
Stocks and Dies.
Butterfield & Co., Rock Island, Que.
Stoves, Furnaces.
Clare Bros. & Co., Preston.
Galt Stove & Furnace Co., Galt.
Gurney Foundry Co., Toronto.
Findlay Bros., Carleton Place.
Thos. Davidson Mfg. Co., Montreal.
Hamilton Stove & Heater Co., Hamilton.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont.
Stoves, Gas.
McClary Mfg. Co., London, Ont.
Taps.
Butterfield & Co., Rock Island, Que.
Tacks.
Steel Co. of Canada, Ltd., Hamilton.
Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.
Technical Books.
MacLean Publishing Co., Toronto.
Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Tin Plate.
Henderson & Richardson, Montreal.
A. C. Leslie & Co., Montreal.
B. & S. H. Thompson & Co., Montreal.
Tinware.
Hoods, Ltd., Birmingham, Eng.
Tools.
The Chapin Stephens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass.
Spear & Jackson, Sheffield, Eng.
Allan Hills Edge Tool Co., Galt.
Millers Falls Co., New York.
Robt. Sorby & Sons, Sheffield.
Stanley Rule and Level Co., New Britain.
Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.
Tool Grinders.
Richards-Wilcox Mfg. Co., London, Ont.
Braziers.
Clayton & Lambert Mfg. Co., Detroit.
Tool Handles and Lumbering Tools.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.
Trucks.
Aylmer Pump & Scale Co., Aylmer.
Varnishes; See Paints.
Berry Bros., Ltd., Walkerville, Ont.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pratt & Lambert, Bridgeburg.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Ventilators.
Pedlar People, Ltd., Oshawa.
Metallic Ceiling Co., Toronto.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Vises.
Henderson & Richardson, Montreal.
Wall Plaster.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Wowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.
Wagons, Children's.
Can. Buffalo Sled Co., Preston.
Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.
Washers.
Cowan & Britton, Ltd., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.
Whips.
Hamilton Whip Co., Hamilton, Ont.
White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.
Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.
Windshields.
Kinzinger Bruce & Co., Niagara Falls.
Window Guards.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Guards.
Acme Steel Goods Co., Chicago, New York.
B. Greening Wire Co., Ltd., Hamilton.
Wire Door Guards.
B. Greening Wire Co., Ltd., Hamilton.
Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Laidlaw Bale-Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont.
Steel Co. of Canada, Ltd., Hamilton.
Wire.
P. L. Robertson Co., Milton.
Wire Mats.
Andrews Wire Wks. of Canada, Ltd., Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.
Wire Goods, Bright.
Steel Co. of Canada, Ltd., Hamilton.
Wire Goods.
Acme Steel Goods Co., Chicago, New York.
J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Wire Machinery.
Ed. Brand, London, Eng.
Wire Products.
Andrew Wire Works, Watford, Ont.
Wire Rope.
The B. Greening Wire Rope Co., Ltd., Hamilton.
Wire Springs.
B. Greening Wire Co., Ltd., Hamilton.
Henderson & Richardson, Montreal.
Wire Stretchers.
Richard Wilcox Can. Co., London, Ont.
Wood Finishes.
Berry Bros., Walkerville.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.
Wrenches.
Frank Mossberg Co., Attleboro, Mass.
Whitman & Barnes Mfg. Co., St. Catharines.
Bemis & Call Hdwe & Tool Co., Springfield, Mass.

To Our Advertisers:

Owing to the Christmas Holiday, next week, we will have one day less than usual in which to print Hardware and Metal. In order to have the paper mailed as usual on Friday, all advertising forms for Dec. 27 issue will close Tuesday, a.m., Dec. 23. If you contemplate changing your copy for this issue, will you kindly arrange to have same in our hands by that time.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143-149 University Ave. TORONTO

INDEX TO ADVERTISERS

Occasionally advertisements are inserted in the paper after the index has been printed. The insertion of the Advertiser's name in this index is not part of the advertising order. The index is inserted solely for the convenience of the readers of the paper.

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Galvanized Canadas

Deforest Canadas are DIFFERENT. We believe them BETTER. If YOU are open to Conviction write us for sample, stating gauge. It will be cheerfully furnished.

THE DEFOREST SHEET & TINPLATE CO.
Niles, Ohio.

THE DEFOREST SHEET & TINPLATE CO. NILES, OHIO.

Quick Deliveries
Superior Quality

6,000 tons of standard sizes carried in Mill Warehouse.

Canadian Sales Agents:
WITTING BROS., LIMITED
Montreal, - P. Q.

John Wanamaker says that advertising doesn't jerk—it PULLS. He ought to know, and yet some men think that advertising should go against all rules and precedents and jerk them to success with one tremendous yank.

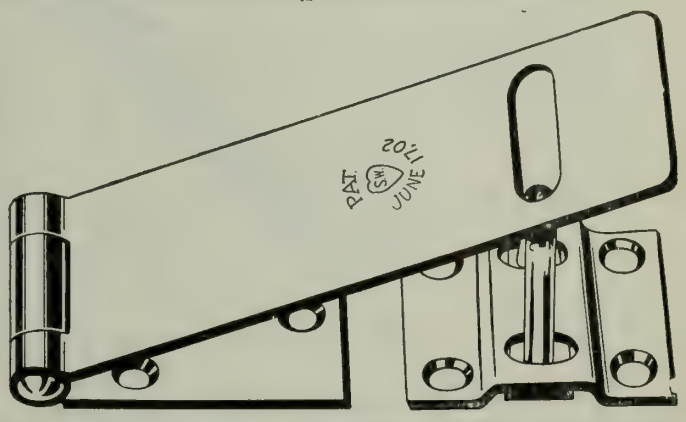
Hated by Sneak Thieves

This Stanley No. 915 is a bona-fide Safety Hasp

It keeps sneak thieves on the right side of the door. It baffles the skill of intending intruders, who find no means for getting at the screws and balk at its great strength and resistance to a prying leverage

TRADE S.W. MARK

This trade Mark guarantees its genuineness and protects our patent on this 915 Hasp. You can supply yourself with four sizes: 3½, 4, 6 and 7 inch—The 7 inch being extra heavy, and strong. Plain Steel, Japan, Brass, Bronze or Antique Copper Plate, Galvanized or "Stanley" Sherardized. Stock them generously.



All Stanley Goods are ready for immediate Shipment.

The Stanley Works, New Britain, Conn.

A. McFarlane & Co., Montreal, Canadian Rep.

Give Your Clerk a Helpful Present!

Your clerks will appreciate a year's subscription to Hardware and Metal, as a Christmas gift.

It will reach them every week throughout the year, inspiring them to become better hardwaremen and to give you a more valuable service.

Send us a list of your staff whom you wish to remember in this way, and we'll write them explaining who is the donor, and extending to them your Christmas wishes.

The subscription rate is $2 per year, per copy, payable in advance.

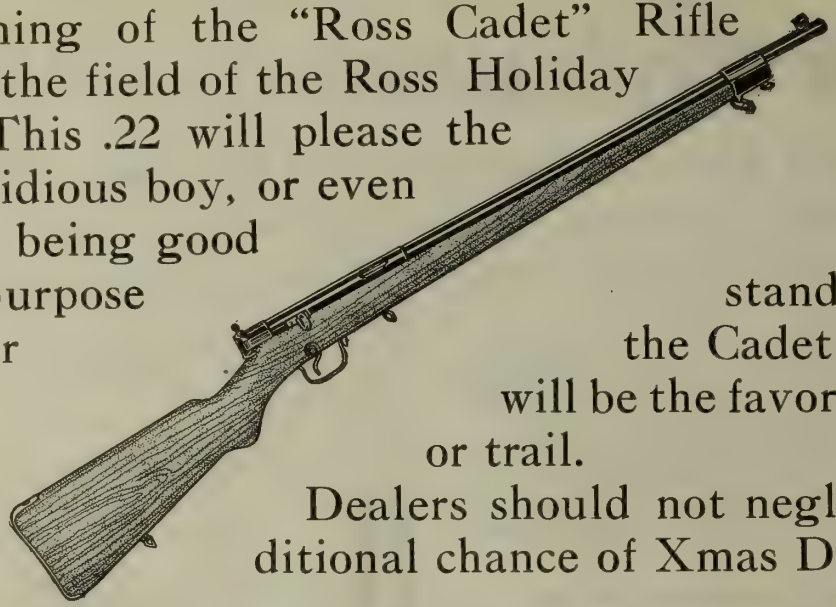
HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143-149 University Avenue TORONTO

"ROSS" RIFLES AS GIFTS

The coming of the "Ross Cadet" Rifle enlarges the field of the Ross Holiday Sales. This .22 will please the most fastidious boy, or even any man, being good for any purpose except for big game hunting.



Safe, accurate, handsome, it is the standard arm of the Cadet Corps and will be the favorite for camp or trail.

Dealers should not neglect this additional chance of Xmas Dollars.

WRITE FOR DISCOUNTS

ROSS RIFLE CO. - - Quebec



An Easy Way To Sell Saws

ATKINS STERLING SAWS

Made in Canada. The Saws that pay **two profits.** The first is the largest legitimate profit of any manufacturer's brand. The second is the profit made by satisfying your best customers.

We'd like to tell you all about them and how
"We Help You to Sell."

E. C. ATKINS & COMPANY

HAMILTON, ONT. **Vancouver Branch, 109 Powell St.**



CANADA PLATE

Half and Half (British) **Full Polished (Dominion Crown)**

Drop us a card and we will send you our monthly stock sheet and full particulars.

The Roofers Supply Co., Limited, Toronto, Ont.

Importers, Jobbers and Manufacturers.



THE "HANDY ANDY" FORCE CU

FOR HOUSEHOLD USE

Enables anyone to keep the waste pipes of sinks, basins, baths, tu etc., free and clear, and in a safe and sanitary condition.

THERE'S A GOOD SALE FOR THEM.

MANUFACTURED SOLELY BY

GUTTA PERCHA & RUBBER, LIMITE

SUCCESSORS TO

The Gutta Percha & Rubber Mfg. Co., of Toronto, Ltd.

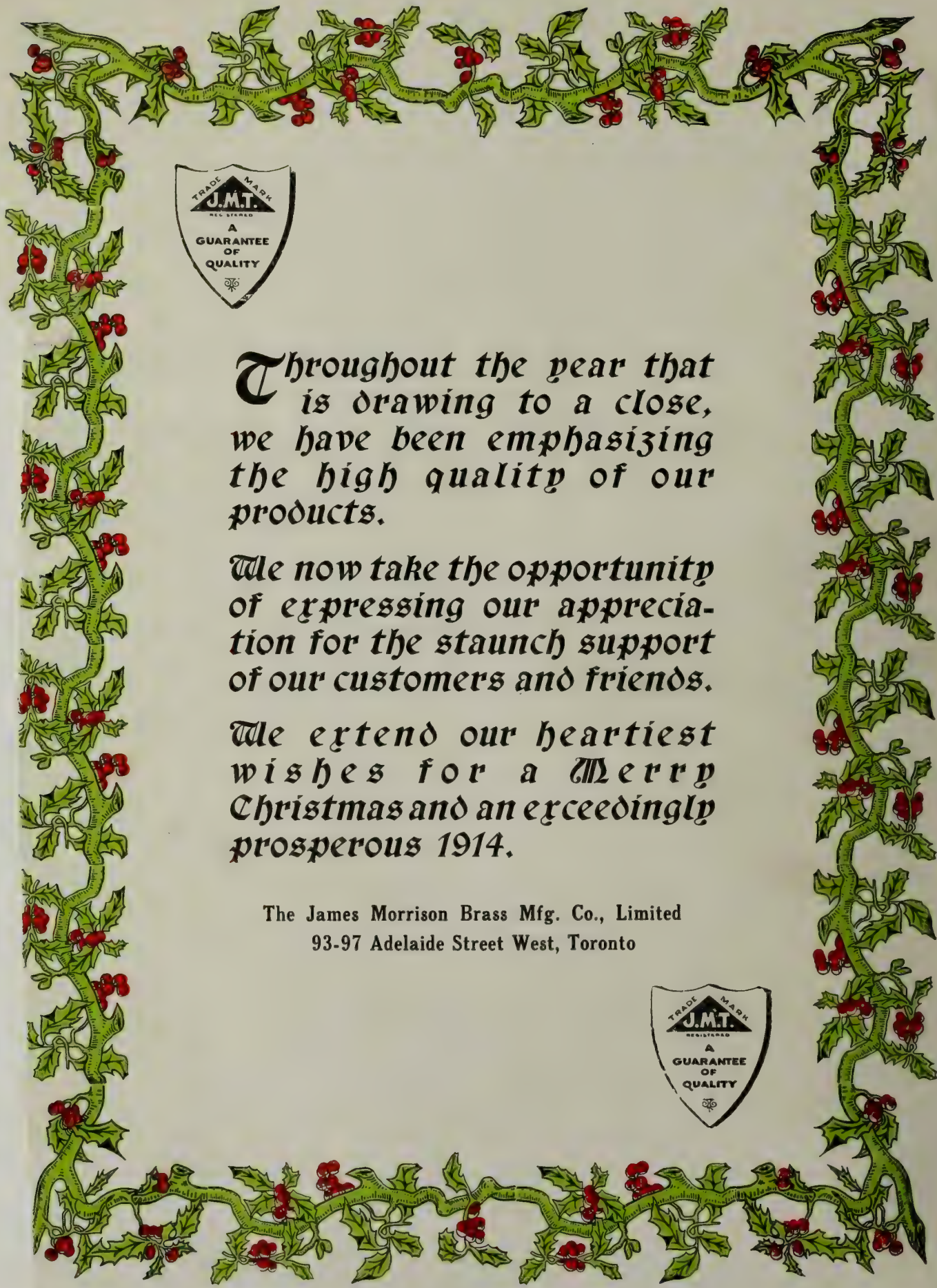
TORONTO MONTREAL WINNIPEG CALGARY VANCOUV

Add to the many compliments of the season, the heartiest wishes for

A Merry Christmas

from

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



TRADE MARK J.M.T. REGISTERED
A GUARANTEE OF QUALITY

Throughout the year that is drawing to a close, we have been emphasizing the high quality of our products.

We now take the opportunity of expressing our appreciation for the staunch support of our customers and friends.

We extend our heartiest wishes for a Merry Christmas and an exceedingly prosperous 1914.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto

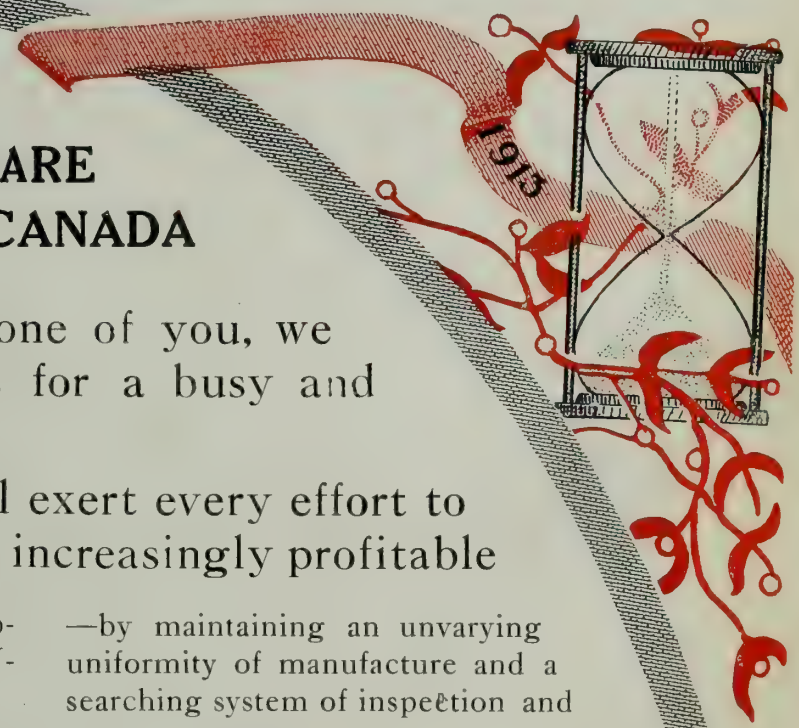
TRADE MARK J.M.T. REGISTERED
A GUARANTEE OF QUALITY

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

PUBLISHED EVERY SATURDAY BY
THE MACLEAN PUBLISHING COMPANY, LIMITED
Publication Office: Toronto, Canada

Vol. XXV. December 27, 1913 No. 52



TO THE HARDWARE DEALERS OF CANADA

To each and every one of you, we extend sincere wishes for a busy and prosperous New Year.

As in the past we shall exert every effort to make your file business increasingly profitable

—by raising, if possible the superior quality of NICHOLSON-MADE-FILES

—by improving their present high cutting-efficiency

—by adding when needed, new patterns and sizes.

—by maintaining an unvarying uniformity of manufacture and a searching system of inspection and tests

—by carrying large stocks at your immediate disposal

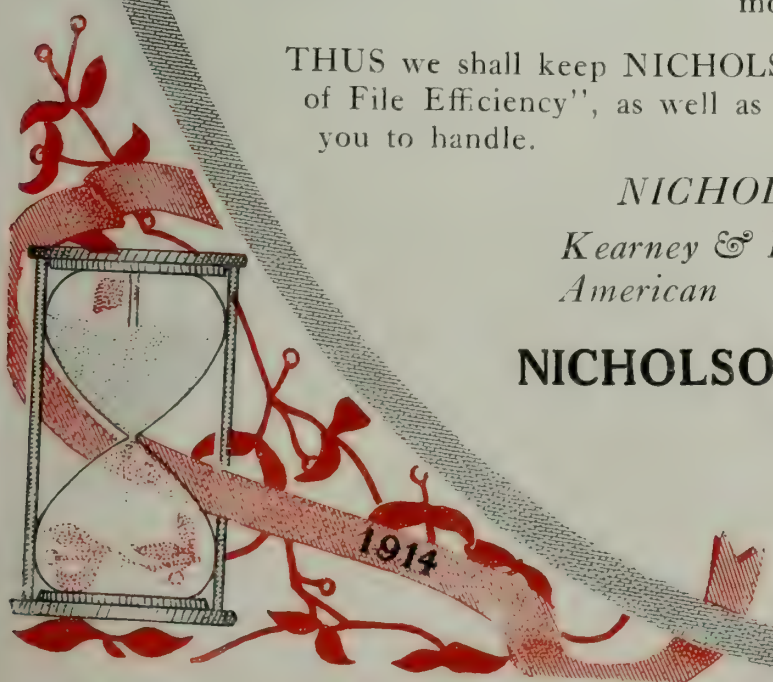
—by advertising where it does the most good for you.

THUS we shall keep NICHOLSON-MADE-FILES the "Standard of File Efficiency", as well as the most profitable line of Files for you to handle.

NICHOLSON BRANDS:

Kearney & Foot *Great Western*
American *Arcade* *Globe*

NICHOLSON FILE COMPANY
Port Hope
Ont.



Made in
La Salle, Ill
— by —
Westclox



BIG Ben is the biggest thing to-day in the American alarm clock industry. He has everything in his favor—quality, looks, and style. He runs on time, he rings on time, he stays on time.

Slender, massive, richly plated, he stands seven inches tall, with well-shaped distinct hands and a big broad dial easily visible in the dim morning light.

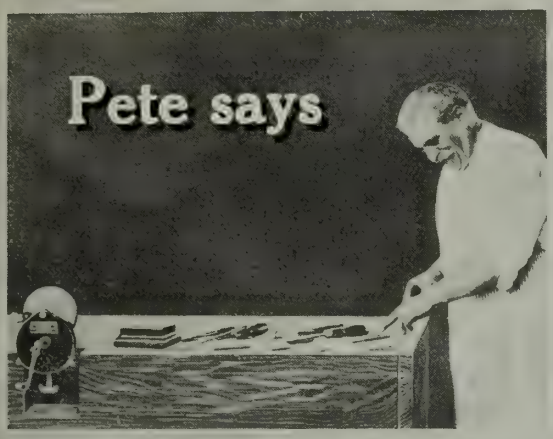
He rings just when you want and either way you want—*five straight minutes* or every other half minute *during ten minutes* unless you shut him off.

His keys are large, strong, easy to wind; his voice deep, jolly, pleasing to hear. The movement plates are bridged like on a Waltham watch— you can change both mainsprings *without taking the movement apart.* The pivots are of hard steel piano wire $\frac{22}{1000}$ of an inch thin. The escapement is a hardened steel pallet escapement—not a pin escapement like that of other alarm clocks.

We are carrying on hand a stock of Big Ben specially put up for *Canadian* trade, 6 in a carton together with a full set of Store Selling Helps, (posters and show cards.) On an order for 12 we give a solid mahogany display stand. On an order for 24 we print your name free on dials and with an order for 48 we send a striking, electric flashing sign, just the thing for your window or counter.

The minimum retail Canadian price is $3.00, and there's a $3.00 resale tag on everyone you buy.

In case lots of 24, $1.95 each. In broken lots, $2.05 each. Less 2%.



What has become of the old-fashioned hardware man who didn't carry a stock of

Carborundum Sharpening Stones

There is scarcely an enterprising hardware dealer anywhere who isn't a Carborundum dealer—and the Carborundum dealer is the man who is selling the most sharpening stones in his district.

Carborundum Gingers up your Sharpening-Stone Sales

And there is the live demand-creating Carborundum advertising, the Carborundum sales coöperation plans, and the Carborundum quality guarantee to back you up.

Suppose you write us for the details of our free display case offers, window displays, etc.

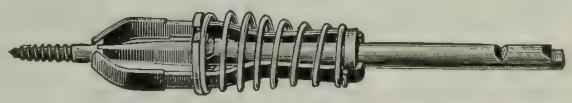
The Carborundum Company
Niagara Falls, N. Y.

Why Not Feature

THESE TWO

"YANKEE" TOOLS

Quick Return No. 130 and Screw Holding Bit



With these you can drive or draw a screw 3 ft. over head, in tight corners or most any other out of reach place. Besides this, you get the same service as with the famous No. 30 which every carpenter is now using. The No. 130 "Quick Return" shown here has a spring in the handle which quickly drives the spindle back for the next stroke. Add the Screw Holder to this and you see at once what a tremendous advantage you have in this tool, especially in over head work.



It also permits you to hold the work in the one hand while you start and drive the screw in some out of reach place with the other. For all convenient and close range work this is the quickest "Yankee" Screw Driver we have yet put out.

Display them in your window with a set of Boosters and Show Cards, which we will be happy to send you. Every carpenter is quick to recognize the value of these two tools at sight.

Shall we send you a supply of "Yankee" Tool Circulars with your name and address?

Command us.

YOUR JOBBER SELLS THE "YANKEE"

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

How the Hardware Man Can Make Money Selling Farm Engines

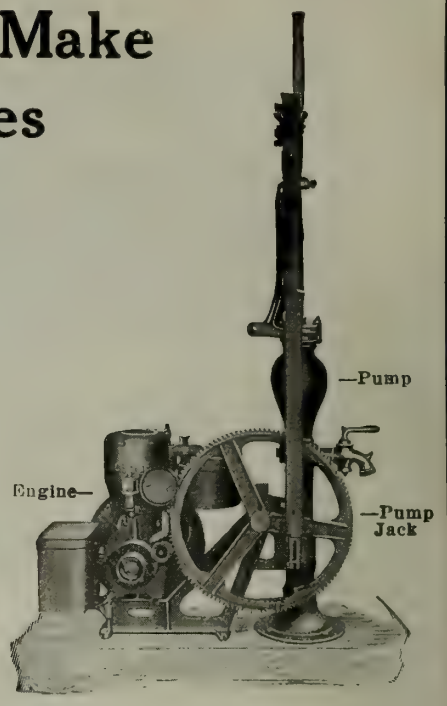
Every farmer is a prospect for a farm engine. Thousands of engines are being sold annually throughout Canada. The agricultural papers are full of farm engine advertising and long articles on the many uses and economy of the farm engine. Farmers read these papers very closely and are buying engines as rapidly as they can afford to. Farmers must come to the hardware dealer for supplies, and while there will look at a farm engine if you have one in stock.

You can add to your profits by securing the agency for a reliable farm engine.

FAIRBANKS-MORSE FARM ENGINES

Have an international reputation for reliability and long service. Farmers like them and speak well of them. Fairbanks-Morse engines are made in Canada, and are backed by a strong organization. We relieve you of all responsibility. Our engines are made in all the common sizes for farm use. By representing us you can supply any size or type of engine the farmer may need. The Eclipse engine shown here is in universal use and would be a safe engine to carry in stock, as there would never be a chance of your having it left on your hands. It is easy to sell. We are selling them all the time direct to farmers.

Write us in regard to handling our farm engines.



The Canadian Fairbanks-Morse Company, Limited

444 St. James Street - Montreal

ST. JOHN QUEBEC OTTAWA TORONTO WINNIPEG
SASKATOON CALGARY VANCOUVER

CATALOGUES SENT ON APPLICATION

Enamelled Sheet Metal Ware

Stamped Tin Ware

Sheet Steel and Galvanized Ware



Oil Stoves Oilers Lanterns

Japanned and Copper Ware

Stove Shovels Metal Etc.

PROMPT SHIPMENTS GUARANTEED

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING
FORCE and LIFT
HAND and WINDMILL
PLAIN and RATCHET HANDLE PUMPS
PUMP STANDS, THRESHER TANK PUMPS. HOUSE PUMPS, TANK PUMPS, HAND and POWER SPRAY PUMPS, POWER PUMPS, BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT CYLINDERS



Fig. 113S



Fig. 722

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

We are also Agents for MYERS BARN DOOR HANGERS

Fig. 513

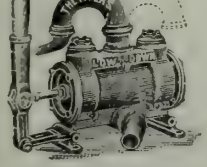


Fig. 1280

Fig. 792



Fig. 577

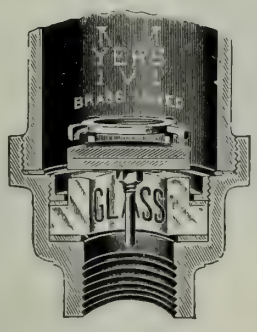


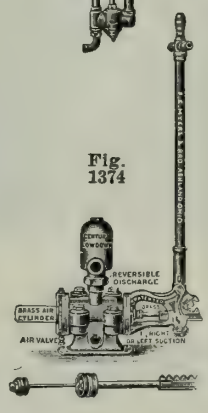
Fig. 639



Fig. 1345



Fig. 1374



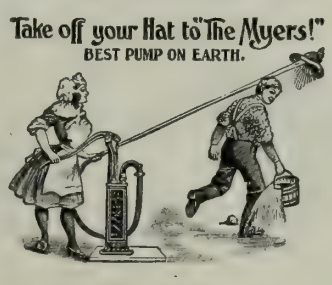


Fig. 902

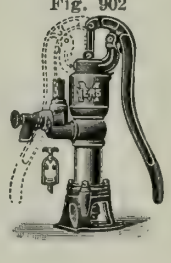


Fig. 214

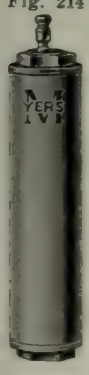


Fig. 869



Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

It is Better to Handle the Myers than to Wish you Had

EXCLUSIVE AGENTS for PROVINCE of QUEBEC
Catalogue sent upon application.

Fig. 593



Fig. 976



LEWIS BROS., LIMITED

MONTREAL OTTAWA TORONTO



The YALE Equipped Door

A door locks itself when closed and stays locked until opened with the owner's latch key,

When a Yale Cylinder Lock
does the *locking*.

A door never stands open letting in draughts and dust or inviting theft and never slams shut,

When a Yale Door Check
does the *closing*.

The door that is Yale equipped is perfectly equipped. It's a real door, doing a door's service.

Do your customers know what Yale protection really is? We have an advertising service which will enable you to tell them and tell them in a way that will bring trade to you. Write us about it.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada:
Locks, Padlocks, Builders' Hardware, Door Checks and Chain Hoists

General Offices and Works: St. Catharines, Ont.

Consistent Good Quality



Brushed Brass or Rich Gilt.
AM 5606 Height 7 inches. AM 5607 Height 5½ inches.

Our Fern Baskets and Tea Kettles

are articles that are certain to attract public attention on account of their beautified finish and artistic design. They sell well and make satisfied customers everywhere.



AM 5622. Polished Brass or Nickel Plated. 1 quart.
AM 5623. With Wood Handle.

Our catalog contains our complete line of quick selling brass ware.

Every aggressive dealer should write at once.

Drop us a card now.

Chadwick Brass Co., Limited
HAMILTON, ONTARIO

STORMS WILL SURELY COME

Be prepared with a good assortment of the following RED DEVIL LINES



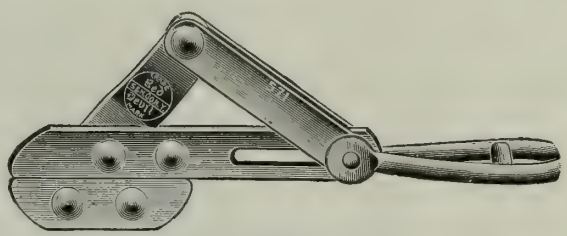
No. 253—Eastern Pattern Pole Climber.



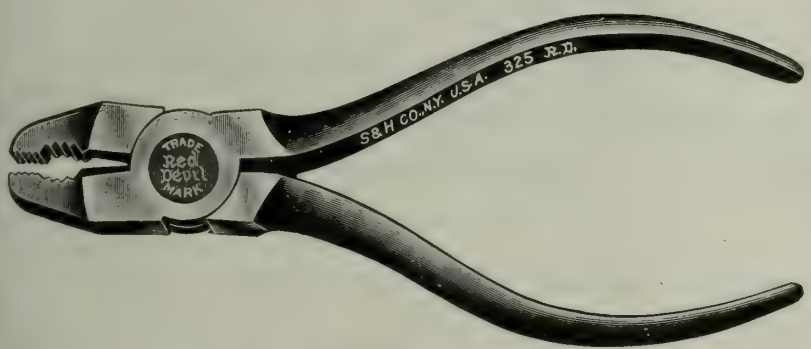
No. 871—Lineman's Tool.



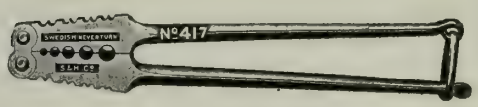
No. 796—Electrician's Snip.



No. 571—Buffalo Grip.



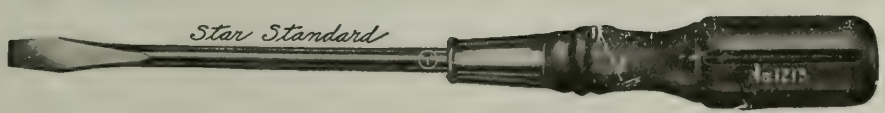
No. 325.



No. 417—Splicing Clamp.



No. 566—Havens Clamp.



No. 1213—Champion Pattern.

You cannot go wrong by recommending RED DEVIL TOOLS.

Smith & Hemenway Company

150-152 Chambers Street, New York.

The STEEL COMPANY OF CANADA Limited

Hamilton, Ontario

We Wish

All Our Customers

A Merry Christmas

and

A Happy and Prosperous New Year

We have made considerable additions to our plants and machinery at our various factories during this year. Our new Bloom, Billet and Rod Mill at Hamilton is now completed.

We are in better shape than ever before to handle promptly all lines we manufacture.

Our stocks of different products are well assorted and special goods can be made up quickly.

SALES OFFICES:

HAMILTON	**MONTREAL**	**TORONTO**	**WINNIPEG**
VANCOUVER	**VICTORIA**	**ST. JOHN**	**HALIFAX**

We extend our hearty wishes for a Happy and Prosperous New Year.

H. S. HOWLAND, SONS & CO.
LIMITED

WHOLESALE HARDWARE

WE SHIP PROMPTLY TORONTO OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

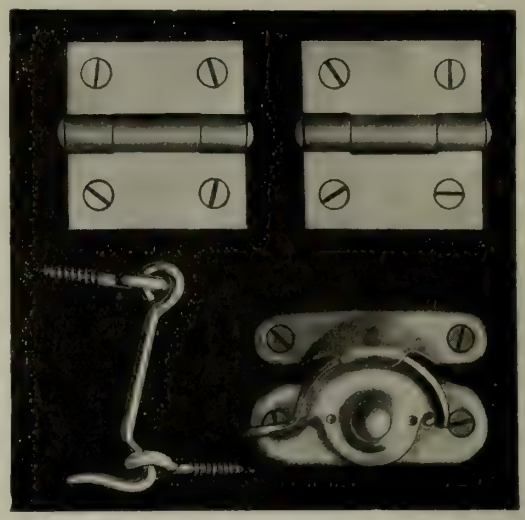
SAFETY FIRST

A Set for the Cellar that's a Seller

Our new No. 70 Cellar Window Set puts the safe feeling into everyone who knows that the cellar windows are locked and that the chances of "getting in" that way are successfully blocked. The lock holds the window tight against the sash, and does not need a weather strip—No. 70 Cellar Window Set consists of

1 Pair Tight Pin Butts (Broad) 2x2
1 Cellar Window Lock
1 Hook and Screw Eye

(Packed 1 Set in a Box, Complete With Screws.)

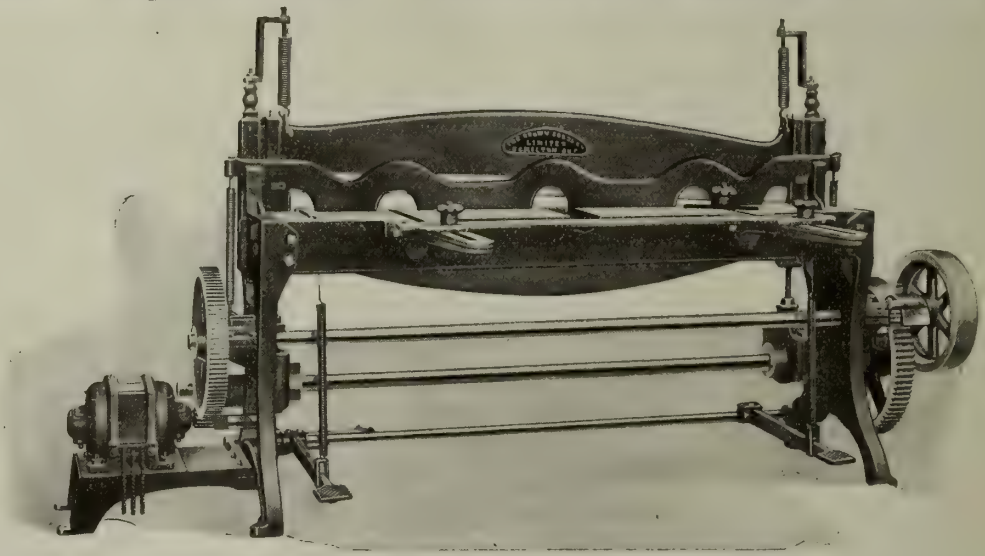


No. 70 Cellar Window Set.

Canada Steel Goods Company, Limited

HAMILTON, ONTARIO

Power Squaring Shears—Motor Driven



LET US TELL YOU

How to cut down your shearing costs. Our shears are equipped with all the **LATEST FEATURES** for **LABOR SAVING** and **SPEED.** We build them in every style, **FOOT, BELT DRIVEN** and **MOTOR DRIVEN,** and all lengths, from **20 INCHES** to **10 FEET.** Get our new **SECTION "B" CATALOGUE,** just issued. It shows a complete line, as well as a full line of machinery for the working of **SHEET METAL, WIRE, TIN, ETC.**

The Brown Boggs Co., Limited

HAMILTON, CANADA

Manufacturers of Presses, Drop Hammers, Dies of every description, Tinsmith Tools, Canning Machinery, etc.

STARRETT

Make a Guess on the Total Hack-Saw Sales in Your Locality

Then determine *your* quota by dividing this total by the number of hardware stores that may supply that demand. Now why not sell more—much more than your theoretical allotment? You can if you will just profit by the experience of other dealers. Their results prove that

Starrett Hack Saws Will Increase Your Sales

In the first place Starrett Hack Saws have good talking points. There is a Starrett for every job. You can point out that for cutting everything from brass tubing to steel I-beams there is a hack saw made to cut quicker and last longer. That is our hack saw slogan, "cut quicker, last longer." Rem ember it.



Then the steel these saws are made from is special Starrett tungsten steel. The tungsten gives great hardness without brittleness which comes from hardening ordinary steel.

But more important than the sales points, is the actual service Starrett hack saws give. When you sell a Starrett it gives long service and absolute satisfaction throughout its life. It cuts quicker than other saws and it lasts longer. That is why a stock of these saws will increase *your* hack saw sales.

Let us send you our catalog No. 20MA so that you may help select the proper saws for your customer's work.

THE L. S. STARRETT CO.

THE WORLD'S GREATEST TOOL MAKERS

ATHOL, MASS.

42-208

NEW YORK—150 Chambers Street CHICAGO—17 No. Jefferson Street

LONDON—36-37 Upper Thames Street, E. C.

We manufacture Fine Mechanical Tools—Bevels, Calipers and Dividers, Center Testers, Clamps, Drill Blocks, Gauges, Hack Saws and Frames, Levels, Micrometers, Rules, Scribers, Speed Indicators, Squares, Test Indicators, etc.

Do you want your Roof to last? If so, specify

Apollo Keystone Copper Bearing Galvanized Sheets

They are the greatest of all

RUST RESISTING SHEETS

and will give

UNEQUALLED SERVICE AND SATISFACTION

Especially adapted for all exposed sheet metal work

ROOFING	CORNICES	CONDUCTOR PIPE
SIDING	VALLEYS	EAVE TROUGH
CEILING	FLASHING	RIDGE ROLLS
VENTILATORS	SKY-LIGHTS	IRON SHUTTERS

We have published a booklet with photographic illustrations showing **Actual Weather Tests** of both Copper Bearing Steel and sheets of steel without Copper; it will be interesting to you. Send for a copy.

UNITED STATES STEEL PRODUCTS COMPANY

NEW YORK, U.S.A. BRANCH OFFICES, WINNIPEG AND VANCOUVER

SELLING AGENTS FOR EASTERN CANADA:

B. & S. H. THOMPSON & CO., LIMITED

Transportation Building
MONTREAL

Traders Bank Building
TORONTO

To Our Advertisers:

Advertising forms for January 3rd issue will close Tuesday noon, December 30th. If you intend changing your copy, for this issue, kindly arrange to have same in our hands by that date.

HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

143-149 University Avenue TORONTO

GLUE IN PACKAGES

THAT MEANS

BRANTFORD ALL-AROUND GLUE!

The Easy, Profitable and Time Saving Method of Catering To Your Own and Your Customer's Interests.

In ¼, ½ and 1 lb. Packages at Your Jobber.

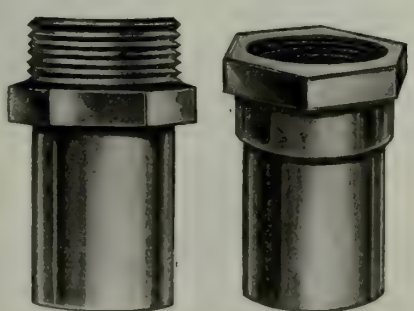
Canada Glue Co., Limited, Brantford, Ont.

GOODS MANUFACTURED BY THE CANADA METAL CO., LIMITED HAVE A WELL DESERVED REPUTATION FOR QUALITY

We Make

IMPERIAL

SOLDERING NIPPLES



MALE THREAD FEMALE THREAD

Without Doubt the Best Soldering Nipples You Ever Saw.
They have Quality, Weight and Finish.

Babbitt Metals
Solder
Lead Pipe
Pig Lead
Pig Copper
Pig Tin

Everything in

METALS

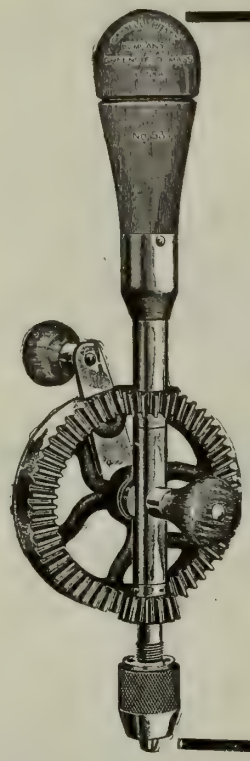
A sample order will convince you that we have reason to be proud of the goods we manufacture



A substitute for Resin, or Soldering Fluid. It is simply necessary to apply a little of the Paste to the parts to be soldered, and use the blow pipe or iron and solder in the ordinary way. Lead may be joined without solder merely by using the flux and the blow pipe. Put up in 2-oz., 4-oz. and 8-oz. tins.

THE CANADA METAL CO., LIMITED

TORONTO MONTREAL WINNIPEG



TWELVE STYLES

Steel Frame with double pinions and malleable iron frame.

HAND DRILLS

Nice running, attractive drills, carefully fitted together. Each one has a GOODELL-PRATT Steel Chuck.

THE KIND THAT SELL.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.

Fast Sellers and Good Repeaters



NEW CENTURY

Agents:

W. L. Haldimand & Son
MONTREAL

H. F. Moulden & Son
WINNIPEG

This Trade Mark

is the Surest

Washing Machine Guarantee

any one can get

It Means

that they are made to do the work and made to Sell.

Housekeepers

are always good Customers for C-D. Lines.

Bring it to their attention.

Catalogue mailed on request.

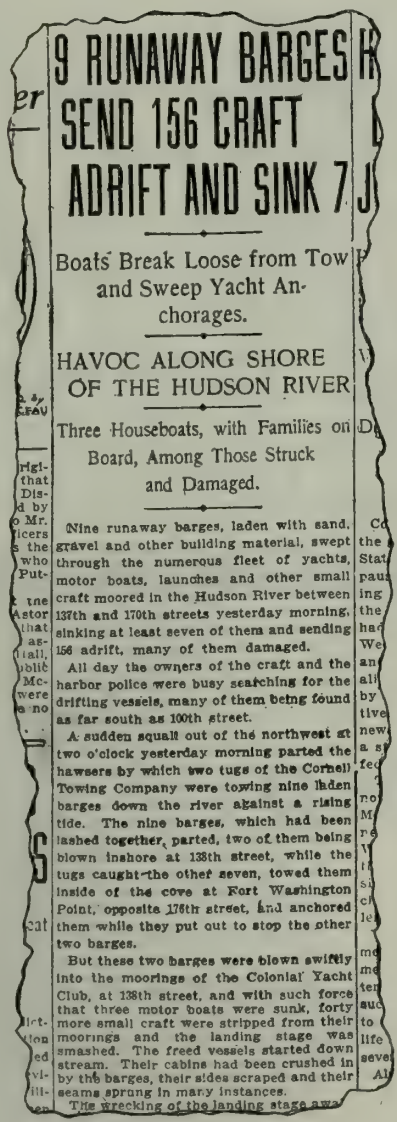
The best buy for your Fall Trade



Makers: **NEW IDEA**

CUMMER-DOWSWELL, Limited **HAMILTON CANADA**

You Can Trust Plymouth



9 RUNAWAY BARGES SEND 156 CRAFT ADRIFT AND SINK 7

Boats Break Loose from Tow and Sweep Yacht Anchorages.

HAVOC ALONG SHORE OF THE HUDSON RIVER

Three Houseboats, with Families on Board, Among Those Struck and Damaged.

Nine runaway barges, laden with sand, gravel and other building material, swept through the numerous fleet of yachts, motor boats, launches and other small craft moored in the Hudson River between 137th and 170th streets yesterday morning, sinking at least seven of them and sending 156 adrift, many of them damaged.

All day the owners of the craft and the harbor police were busy searching for the drifting vessels, many of them being found as far south as 100th street.

A sudden squall out of the northwest at two o'clock yesterday morning parted the hawsers by which two tugs of the Cornell Towing Company were towing nine laden barges down the river against a rising tide. The nine barges, which had been lashed together, parted, two of them being blown inshore at 138th street, while the tugs caught the other seven, towed them inside of the cove at Fort Washington Point, opposite 176th street, and anchored them while they put out to stop the other two barges.

But these two barges were blown swiftly into the moorings of the Colonial Yacht Club, at 138th street, and with such force that three motor boats were sunk, forty more small craft were stripped from their moorings and the landing stage was smashed. The freed vessels started down stream. Their cabins had been crushed in by the barges, their sides scraped and their seams sprung in many instances.

The wrecking of the landing stage awa

The news story opposite goes to show how much damage may result from the parting of a rope. Viewed in this light, every poor or overstrained rope is a public menace.

A man's responsibility does not end with himself—it embraces everybody whom his dealings or actions may affect.

You, as a dealer, can do much to fulfill your responsibility by selling only Plymouth Rope, which is reliable, and by educating buyers to purchase new rope oftener.

Both these courses are also profitable—in money and good will alike.

Independent Cordage Co., Limited

Canadian Sales Agents

55 Colborne Street, Toronto, Canada

Stocks at Toronto, Montreal, Halifax, St. John, Winnipeg and Vancouver

RONUK FLOOR POLISH

By appointment to His Majesty the King.

The use of Ronuk in the Royal Palaces and the following large institutions attests its superiority:

New Central Y.M.C.A. - -	Toronto
Notre Dame Congregation -	Montreal
Appleby School - - -	Oakville
Seminaire de Quebec - -	Quebec
Parliament Building - -	Toronto
City Hall - - - - - -	Quebec
New Private Patients' Wing - - - New General Hospital,	Toronto
C.P.R. Dining Rooms - -	Montreal

And many others, a complete list of which will be sent on request.

—will help you to a permanent, worthwhile trade.

Ronuk is a unique composition, different from the ordinary wax or varnish. The finish it produces is beautiful and durable. It is easy to apply and easy to keep polished and it never requires scrubbing. Everyone who is now using any floor polish will appreciate these qualities.

Ronuk is being extensively advertised—the dealers who carry it will reap a great benefit from this campaign. Will **you** be one of them?

Ronuk retails at 10c, 20c, 35c and $1.00 the tin. For prices, etc., write

RONUK LIMITED

Factory: Portslade, England **91-93 Youville Sq., Montreal**

Canadian Head Office:

53 Yonge St., Toronto

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE, No. 87

Send for Catalogue and Price List

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



MADE IN CANADA

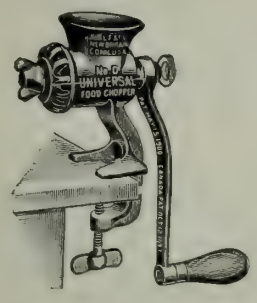
The Thos. Pink Co., Limited

Manufacturers of LUMBER TOOLS

PEMBROKE - ONTARIO

It's a Pink anyway you take it, and it's the best Peavey made.

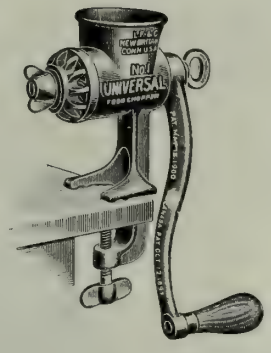
UNIVERSAL



No. 0.

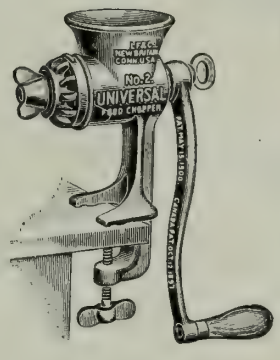
Intended for use in small families.
Diameter of Hopper 2½x2¾ inches.
Diameter of Barrel 1½ inches.
Height 8½ inches.
Three styles of Cutters.
Chops 1½ lbs. meat per minute.
Weight 3 lbs.

The Original Food Chopper



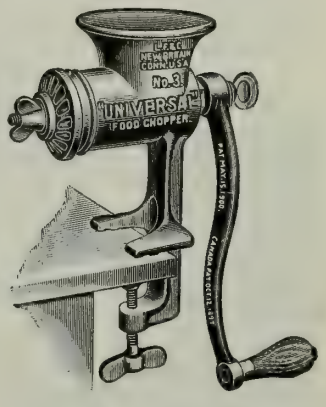
No. 1.

Has a capacity sufficient for the average family. Well adapted for culinary purposes.
Diameter of Hopper 3x2½ inches.
Diameter of Barrel 2 inches.
Height 9¼ inches.
Three styles of Cutters.
Chops 2 lbs. meat per minute.
Weight 4½ lbs.



No. 2.

Stands higher above the table and its larger capacity makes it faster than the smaller Choppers.
Diameter of Hopper 4x3 inches.
Diameter of Barrel 2 inches.
Height 10 inches.
Three styles of Cutters and Nut Butter Grinder.
Chops 2½ lbs. meat per minute.
Stuffing Attachment.
Weight 5¼ lbs.



No. 3.

Especially adapted to hotel and market use—chops all kinds of meats, vegetables and fruits.
Diameter of Hopper 5x4 inches.
Diameter of Barrel 2⅜ inches.
Height 11¼ inches.
Three styles of Cutters and Nut Butter Grinder.
Chops 3 lbs. meat per minute.
Stuffing Attachment.
Weight 8¼ lbs.



Show this Steel Display Stand in your Store.

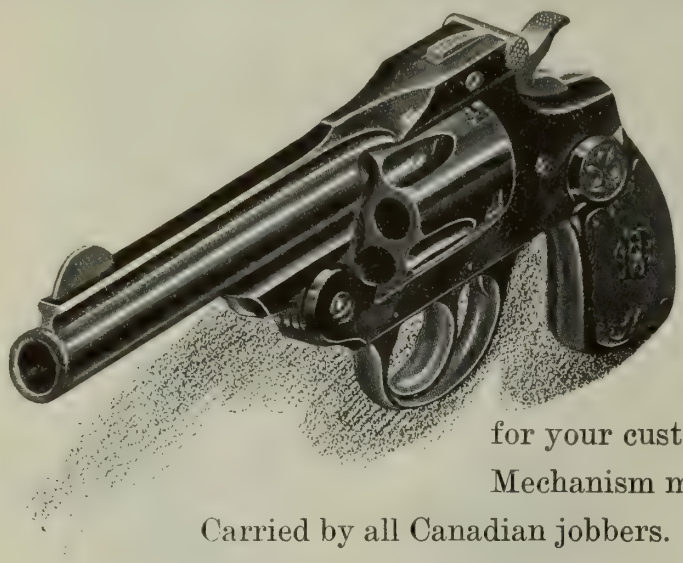
Free with an order for Two Dozen Choppers.

Every "Universal" Food Chopper is heavily tinned and all Parts are interchangeable. The beveled or angular cutters are **self-sharpening** and cut cleanly.

Ask your jobber or write

LANDERS, FRARY & CLARK

New Britain, Conn., U.S.A.



Play Safe—

That is a motto of commercial success. Play safe in your revolver business. Buy the revolver that is sure to sell. Push the revolver that is sure to satisfy. The Iver Johnson is a safe line to handle. It's safe for you and it's safe for your customer. The "Hammer the Hammer" Mechanism makes it accident proof.

Carried by all Canadian jobbers. Write for our catalogue and for one of our handsome metal signs.

IVER JOHNSON'S ARMS & CYCLE WORKS

350 River Street, FITCHBURG, MASS.

We manufacture the Iver Johnson "Champion" Shotgun

ELEY

CARTRIDGES

ALWAYS RELIABLE



LETHAL BULLETS



for use in Shot-Guns, enabling them to shoot as efficiently as rifles. Lethal Bullets shoot equally well in choke or cylinder barrels.

Sold by all Jobbers throughout the Dominion.

Wholesale only:

ELEY BROS. (Canada), Limited, North Transcona, Man.



Eley "Grand Prix"

Cartridge, loaded with Eley (33 gr.) Powder, Ballistite, or Du Pont Smokeless.

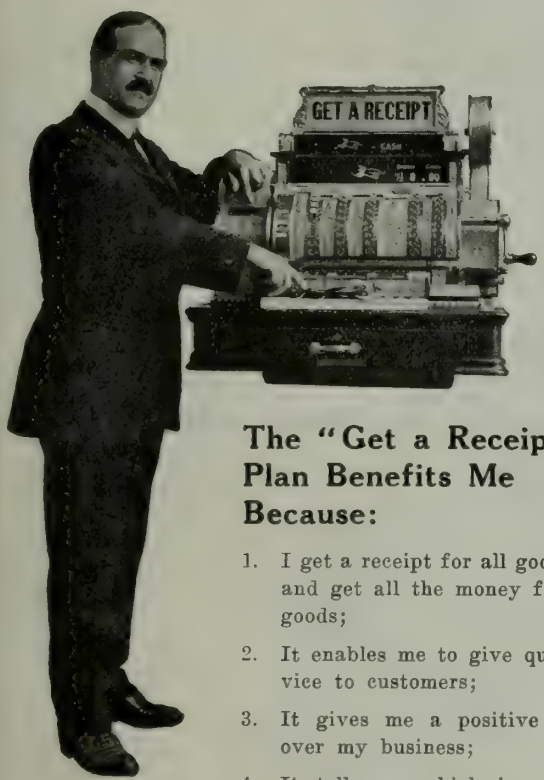
Eley ⅝-in. Deep-Shell Gas-tight

Cartridge, with Steel Lining and Steel Head, loaded with Eley (33 gr.) Smokeless or any other powder to order.



The "Get a Receipt" Plan Benefits

Merchant



The "Get a Receipt" Plan Benefits Me Because:

1. I get a receipt for all goods sold, and get all the money for these goods;
2. It enables me to give quick service to customers;
3. It gives me a positive control over my business;
4. It tells me which is my most valuable clerk;
5. It prevents misunderstandings with customers and thereby increases trade.

Clerk



The "Get a Receipt" Plan Benefits Me Because:

1. I get a receipt for having handled each transaction correctly;
2. It enables me to wait on more customers and establish a better selling record;
3. It proves my accuracy, honesty and ability;
4. It prevents disputes with customers;
5. It teaches me to place the correct value on money and to handle it accordingly.

Besides the merchant and clerk, the "Get a Receipt" plan benefits customers.
Stores using the "Get a Receipt" plan can give quick service to their customers.

The receipt issued by the National Cash Register protects customers against mistakes; furnishes proof of what servants and children spend when sent to the store; prevents mistakes on charge accounts.

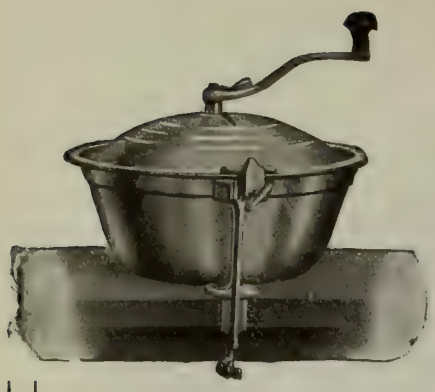
This result is a satisfied trade, which is the best advertisement for your store.

Every merchant can give better service to his customers, increase the efficiency of his clerks and get more net profit for himself by using the "Get a Receipt" plan.

WRITE FOR MORE INFORMATION

THE NATIONAL CASH REGISTER COMPANY, 285 YONGE STREET, TORONTO

CANADIAN FACTORY, TORONTO



A Seasonable Reminder for Dealers

An appeal to a Sanitary, Easy Method of baking at this season of the year is sure to bring results.

That is, providing you have an article in stock that will fulfill these requirements.

McClary's "Sanitary" Bread Maker makes baking a pleasure by removing the unsanitary, disagreeable method of kneading with the hands.

It is easily kept clean because its simple construction allows it to be easily taken apart.

The seamless bowl leaves no seams for the food to lodge in and eventually become delayed.

The article is right, the demand sure. Secure a stock immediately.

McClary's Ship Quick

MONTREAL HAMILTON LONDON TORONTO CALGARY

McClary's

WINNIPEG VANCOUVER SASKATOON EDMONTON ST. JOHN, N.B.

We Wish All Our Customers and Friends, a Most Hearty and Prosperous New Year.

The Thos. Davidson Mfg. Co. Limited

MONTREAL WINNIPEG TORONTO

ONCE SOLD ALWAYS SELLING!

Any dealer recognizes the value of getting away with a swing at the New Year. But then what profit unless he can hold the Trade? McClary's quality goods not only start well, but they create that feeling of satisfaction that brings the customers back again and again. Prominent among these sales promoting goods is the

Pandora Range



MEMBER OF CANADIAN HARDWARE MANUFACTURERS EXHIBITORS ASSOCIATION

McClary's

MONTREAL
HAMILTON
LONDON
TORONTO
CALGARY
WINNIPEG
VANCOUVER
SASKATOON
EDMONTON
ST. JOHN, N. B.

The perfect flue construction allows the heat to travel round the oven **twice**—no waste of heat.

The Reservoir is stamped from one piece sheet steel and heavily coated with the best enamel—an exclusive feature.

The Broiler Door is large enough to admit the largest broiler or toaster.

The handsome attractive design of the Pandora appeals to customers who want a Range that will enhance the appearance of the kitchen.

There are other features of equal interest; write our nearest Branch for booklet.

"McClary's on goods is a quality name."

We Make Ceiling Sales Easy For You and Pay a Good Substantial Profit.



Every store and almost every other building in your town that does not have a metal ceiling affords you an opportunity to make money.

When you hear of any building to be renovated, get after the party concerned. Point out that there is no other style of interior finish which compares with steel ceilings and sidewalls in appearance and durability—that "Preston Quality" compares favorably with that of any other make and that the cost is very low, considering the extra service our products give.

If you find it difficult to effect a sale, write us giving name of party and we will send strong business-getting letters which will greatly assist you—but be sure to keep after him or some other person will get the business.

We pay a big commission to all our agents. Write us now for full particulars.

THE METAL SHINGLE & SIDING COMPANY, LIMITED

Associated with A. B. ORMSBY, Limited

MONTREAL, Que. TORONTO, Ont. PRESTON, Ont. WINNIPEG, Man. SASKATOON, Sask.

Offices in all large cities

Head Office: PRESTON, ONTARIO



WINDOW GUARDS

For Stores, Warehouses, Factory Basement Windows, etc., and all kinds of **WIRE WORK**

Manufactured by

THE B. GREENING WIRE COMPANY, Limited

HAMILTON, ONT. MONTREAL, QUE.

SELL

STILL'S

Pick, Sledge and Hammer Handles

The Quality Assures Satisfaction and Re-Orders

Made of first class hickory; well seasoned. Shaped and finished by experts.

Why not stock and boost these reliable handles now? They pay a good substantial pro

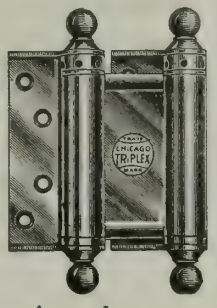
J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

CHICAGO SPRING BUTTS

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 29. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — NEW YORK

A BIG SELLER

An improved cooking utensil for lifting or turning eggs, meat balls, croquettes, omelets, pancakes, etc.

Handle is just the right shape to pick up anything in the pan.

Nickel plated, with rubberoid finish handle—**a trial dozen will convince** you that they are a very profitable addition to the notion counter stock.

Write us now for your copy of catalog No. 4.

"Kitchen Kumfort" Trowel



One of the Androck Line

Andrews Wire Works of Canada, Ltd.

Watford, Ont.

MAYMORE



This is ONE of many MORE of our Specialties in this class of Art Goods.

GONGS

for the Wall, Table or Floor



Write for New Catalog to

Thomas W. Kirby

75 Yonge St. Arcade

TORONTO

MAY & PADMORE Ltd BIRMINGHAM ENG

It's got to give in the bite of a "W & B" Wrench



Tools of Quality Bear These Marks

All the force you can apply to the handle of a "W & B" Warranted Machinists' Knife Handle Wrench cannot loosen the bite nor break the jaws. The only thing that can give is the material between the jaws.

Isn't this the kind of wrench service you have been looking for?

Go to your Jobber or Dealer and select any one of the 58 styles of "W & B" Wrenches—then try it out on some hard wrench job.

Write for Catalog No. 82-G.

The WHITMAN & BARNES MFG. CO.

ESTABLISHED 1854

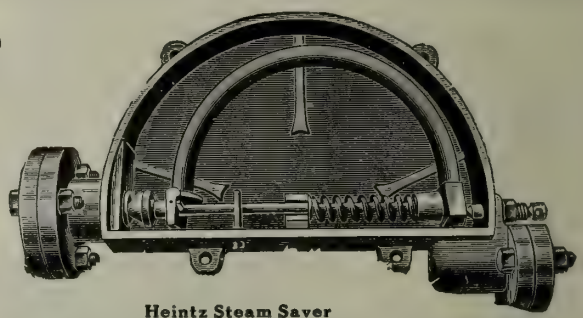
OFFICE AND FACTORY: ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

How About Your Steam Goods?

The selection of durable and efficient steam goods is of vital importance to the steam user.

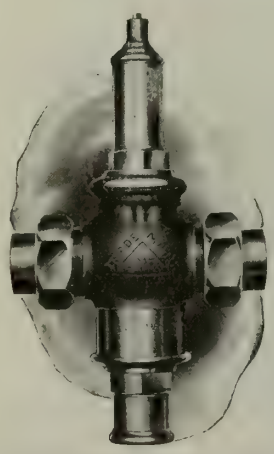
Much good money is "thrown away" by the installation of any article so long as it is cheap and will answer the purpose. Steam action soon destroys the proper operation of a low-grade valve, stop-cock or steam operating device, causing continued leakage and daily loss which may not appeal to the owner as important, but in the aggregate is very considerable.



Heintz Steam Saver

The "Heintz" device will automatically control the condensation from Dry Kiln Coils or other Heaters, keeping them entirely free of water without loss of steam. They are very simple in construction and operation and can be placed in any convenient location. Descriptive circular upon request.

Our Lines are Built for Long and Economical Service.



JMT Reducing Pressure Valve

The J M T Improved Reducing Valve a high class regulator for maintaining a uniform low pressure off a high pressure steam, water or air pipe line.



We make Pipe Coils to any required specification.

Dealers in Pipe, Pipe Fittings, Pipe Fitters Tools and everything for the Steam Plant.

The James Morrison Brass Mfg. Co., Limited 93-97 Adelaide St. West TORONTO

Clark Heaters

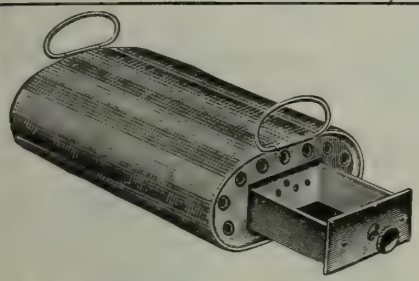
COST NO MORE

than the cheap, ***cast end*** makeshifts sometimes offered to dealers who have not had an opportunity to examine and know the Clark heaters.

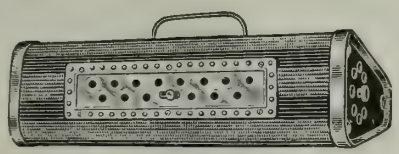
The cheaply constructed cast end heater is liable to break at any time if it is brought in forcible contact with any hard object.

There are no castings of any kind in a Clark heater.

A Clark heater will not bend or break. Each one is guaranteed to please or money refunded.



No. 5B Clark Heater



No. 7D, showing side and end ventilators.

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No. 7X Clark Heater

This is a profitable winter line to handle. Clark heaters are the most extensively advertised to your customers of all heaters.

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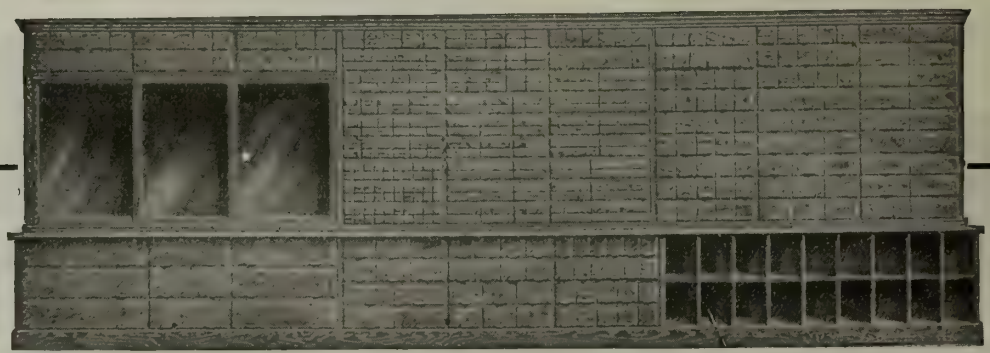


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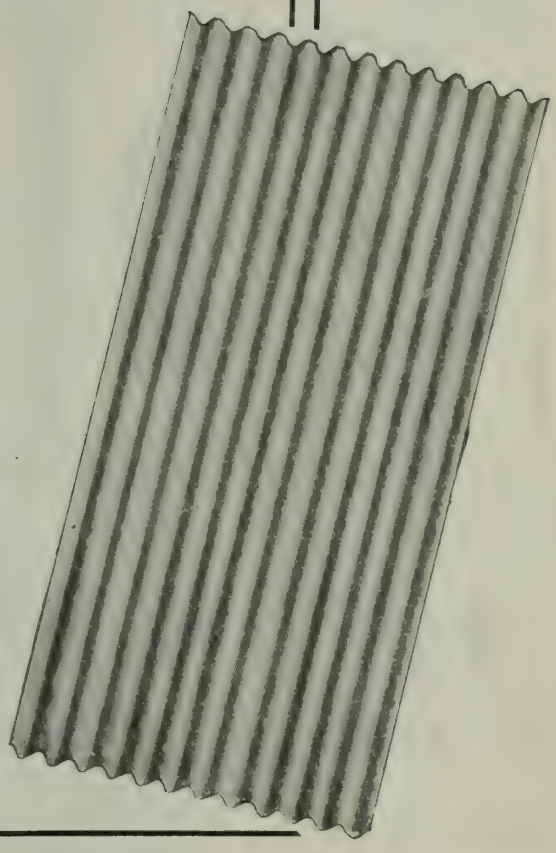
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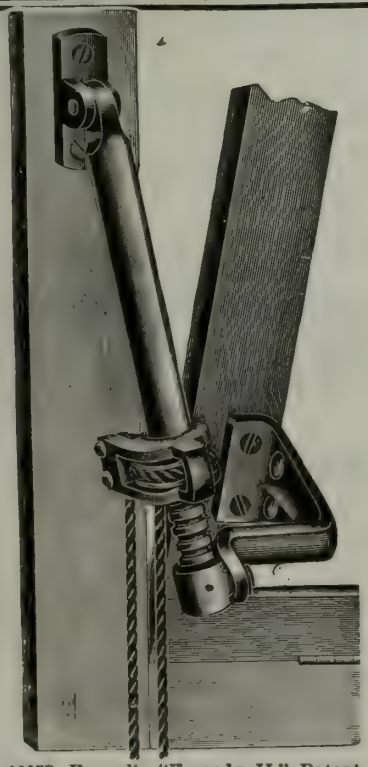
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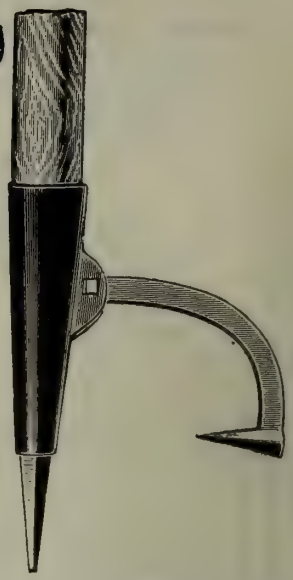
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It was in 1883 that E. T. Wright & Co. turned out the first Canadian Tubular Lantern, and to-day (30 years afterwards) the same firm under the same management, are still the pioneers of the Lantern world.

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And then there is

THE SHORT GLOBE, which allows the hand to be easily inserted for cleaning purposes.

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The tub is large and fully corrugated, and finished in the best possible manner, with oil filler and varnish.

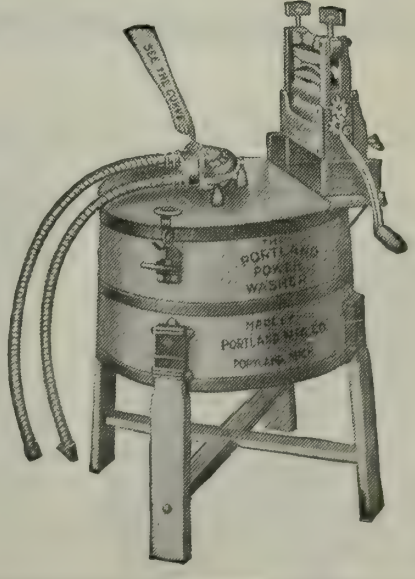
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This machine is made by men who have "grown up" in the business; men who have studied whys of every washer's success and the reason for every washer's failure. That's why the **Portland Power Washer** is such a perfect piece of mechanism success everywhere.

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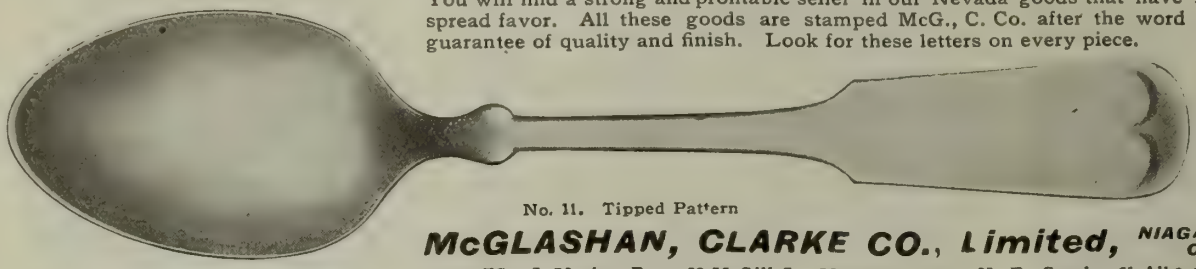
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Nevada
McG., C. Co.
Tea Spoon

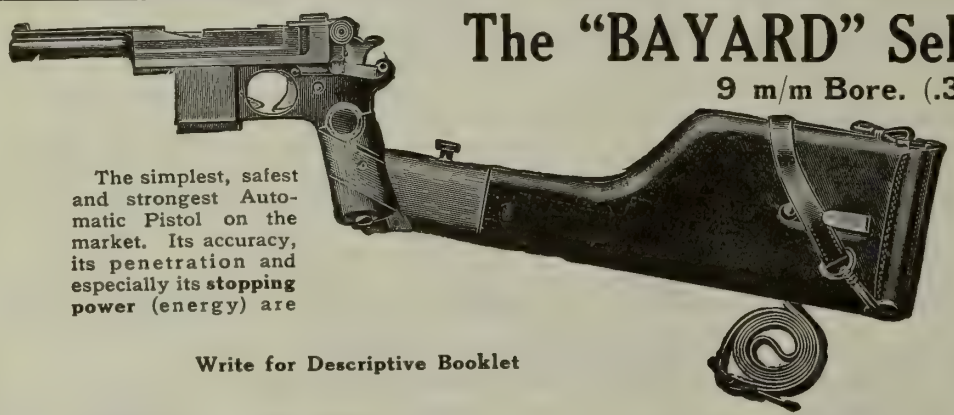
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AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St.; Toronto, Ont. Benj. Rogers, Charlottetown, P.E.I.

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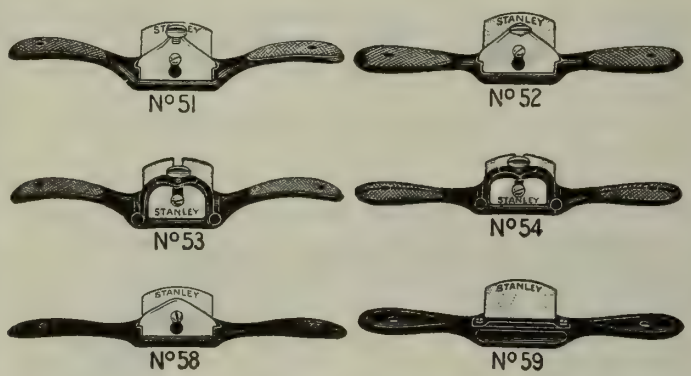


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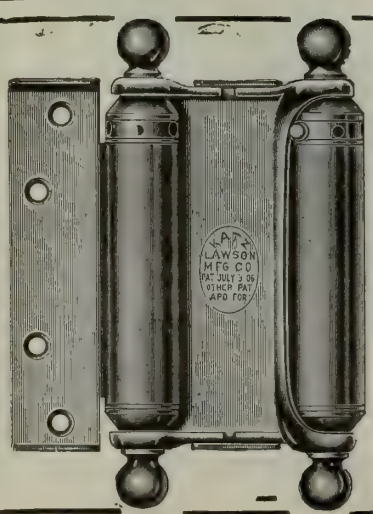
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a few numbers of which are herewith illustrated, are superior in style and finish to any others on the market.

The cutters are made from a high grade of steel, well tempered and sharpened, ready for use. The handles are japanned, and through each a hole is made to hang the tool up out of the way when not in use.

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STANLEY RULE & LEVEL CO.
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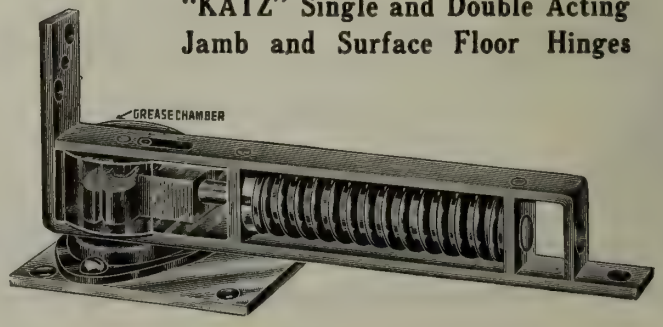
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Single or Double Acting Spring Jamb Hinges swing the door on the true bearings (always did). Buy KATZ hinges, they represent the utmost efficiency in hinge construction.

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"KATZ" Single and Double Acting Jamb and Surface Floor Hinges



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No. 90, Deep Cup Nickel-plated Shaft Chimes.



No. 30, Harmonized Bell Metal Nickelled Chimes.



No. 100, Nickel-plated Wrought Top Shaft Chimes.



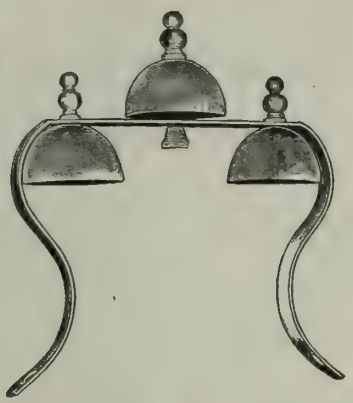
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Yorkeye Bells, Nickel-plated.



No. 14, Fine Sweet-toned, Beautifuly Nickel-plated Saddle Chimes.



No. 7. Bell Metal Saddle Gongs, Fine Nickel-plated Finish.



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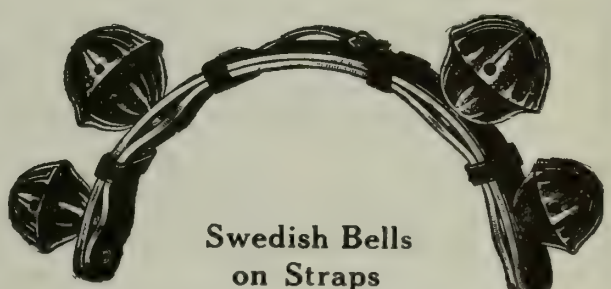


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No. 97, with 14 Wrought Bell Metal Bells, graded sizes, nickel-plated and polished on fine leather straps.

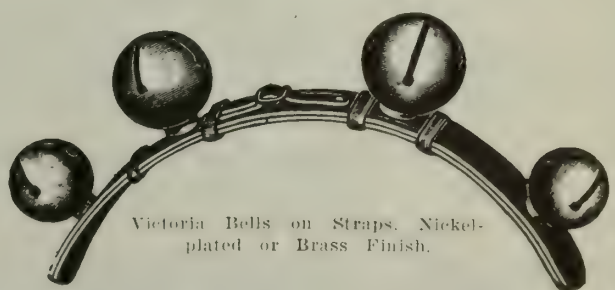
No. 104, with 10 Wrought Bell Metal Bells, with a brass button between each one, on fine black leather strap.

Bell Metal Team Bells.



Swedish Bells on Straps

Cast Metal Harmoniously Toned Bells on fine leather straps, either red or black color, nickel-plated or brass finish bells.



Victoria Bells on Straps. Nickel-plated or Brass Finish.

CAVERHILL, LEARMONT & CO.

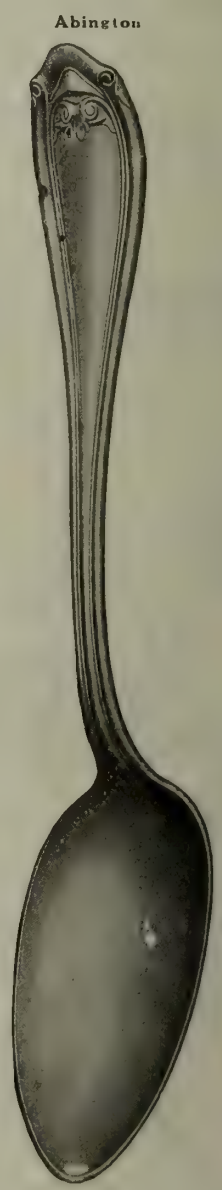
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Concerning Canadian Rogers Company's Plated Silver Flat Ware

The Base Metal used for all Horse Shoe Quality flat ware is **21%** German Silver which is whiter, harder and more durable than the base used by other manufacturers.

We do not use the designations "12 oz." and "6 oz." but the weight of silver actually deposited upon the **tea spoon,** the smaller staple piece, is used in designating quality.



Wm. A. Rogers SXXXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to be plated with full Six Ounces of Pure Silver per gross. Parts most exposed to wear are reinforced with an additional heavy plate by our special process, making them equal in service to quadruple plate. Other staple pieces in proportion. These will be sold under the usual triple plate list.

Wm. A. Rogers SXR (Sectional Reinforced) Tea Spoons bearing this mark are guaranteed to strip not less than Three Ounces of Pure Silver per gross. Parts Most exposed to wear will be reinforced by our special process with full triple plate. All other staple pieces in proportion. These will be sold under the regular extra plate list.

All Wm. A. Rogers Quality Knives are made from Finest Quality Spring Tempered Crucible Steel Blanks, and all forks in this quality are plated on finest 21% nickel blanks and Hand Burnished.

Write for Catalogues and Price Sheets.

CANADIAN ROGERS COMPANY, Limited

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HARDWARE AND METAL

CANADA'S ONLY WEEKLY HARDWARE PAPER

Vol. XXV. TORONTO, DECEMBER 27, 1913. No. 52

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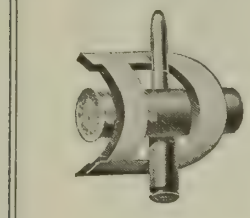
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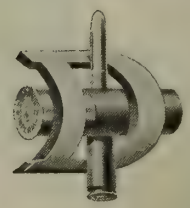
















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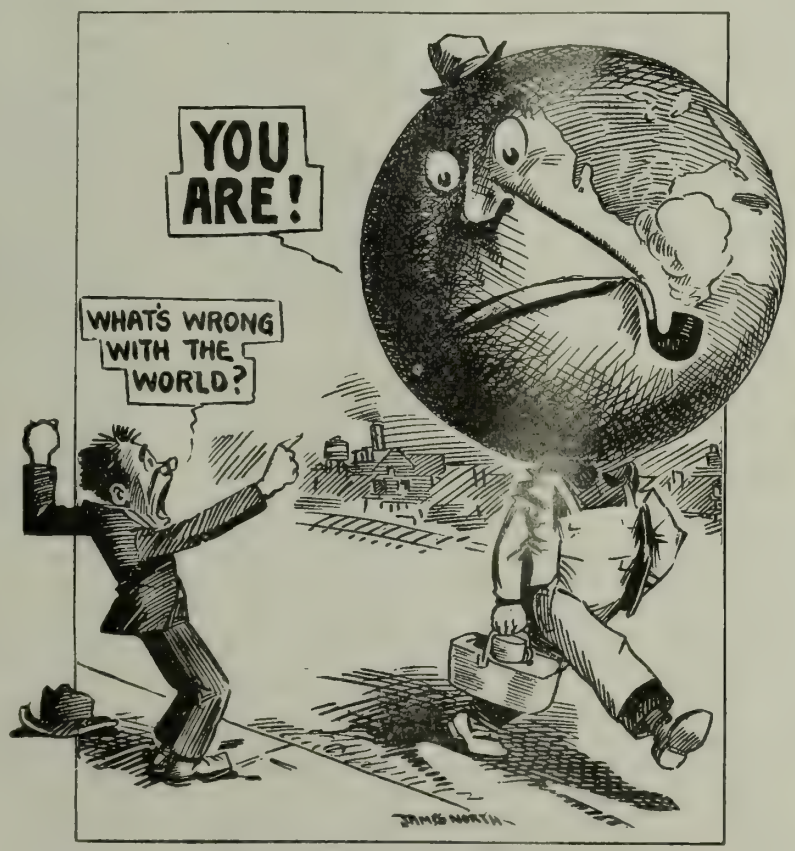
Vol. XXV. DECEMBER 27, 1913 No. 52

Business Conditions in Canada Are Not Bad

A Review of the Past Year Shows That the Hardware Trade Has Experienced a Reasonable Share of Activity—The Opinions of Manufacturers — The Outlook for the Future is Bright in the Opinions of All.

HOW was business during the year now passed? More important still, how will business be during the coming year? These are the questions now foremost in the minds of all business men.

With regard to the first question, one is inclined to think at first that it could be answered off hand. That business has been bad is a pretty general supposition. So much talk of depression and bad business is heard that one naturally assumes that conditions are such as to warrant the talk. Ask the first ten men you meet how they find business, and nine of them will shake their heads with concentrated gloom and voice an opinion pregnant with pessimism. If it happens that the tenth man you meet reveals a cheerful outlook, you probably regard him as an incurable optimist and attach no weight to his views.



The Answer to the Pessimist.

Is there any real tangible reason for the deep-seated belief that business has been bad, is bad, and will continue to be bad for some time? Hardware and Metal has held the belief that right down at the foundation of things there was no reason for pessimism, no reason for slowing up in the pace of trade progress. Accordingly an exhaustive examination has been conducted into conditions past and conditions prospective, largely through the medium of correspondence with Canadian manufacturers.

During the past week several score letters have been received from manufacturers in the hardware trade. The writers are representative of all branches of the trade, and the conclusion to be drawn from the information they have supplied can fairly be accepted as indicative of the general condition of the trade. As extracts from these letters will be appended, readers will be in a position to draw their own conclusions.

As Hardware and Metal sees it, the past year has been one of considerable uncertainty, but so far as the hardware trade is concerned, of no actual loss. Some firms report that business has not been up to expectations, but in no case has any serious complaint been voiced. The majority of our correspondents speak of increases in business at most times of the year. It is practically unanimously agreed that the volume of trade during the past two months has been unduly light, but inasmuch as November and December are light months anyway, no perturbation need be felt on this point.

Collections Not Bad.

With regard to collections, some differences of opinion are expressed. All join in saying that collections in the East have been good. The majority say that money was hard to obtain in the West. A number state unreservedly that they have found collections good.

The situation with regard to collections has apparently had the effect of directing more study to that problem. Manufacturers are showing a disposition to study collections very closely and a few of our correspondents refer to the "drawing in of credit lines" and the "supervision of credits."

A Test Year.

The year 1913 will pass down into history as a year of severe test. There can be no doubt that the wave of prosperity, which has been sweeping over the country for the past five years, brought along many evils with it. Extravagance, speculation, inflation of values, exaggeration were things that had crept in. Just as the ore must be passed through the smelter before the pure metal is extracted, so business had to be passed through the crucible of depressed conditions before it could be freed from the dross of wild-cat speculation and dishonest methods. Face to face with a serious money shortage, business men began to see things in a new light. They began to view conditions and prospects with more moderation and to put a sane construction on values. Commercial spread-eagleism vanished.

In view of this result, business men of large outlook are prone to regard the turn of events of the past year as an economic blessing coming in the disguise of semi-depression. A number of manufacturers express themselves as pleased that the threat of a check in the country's prosperity came in time to induce earnest reflection and to effect a return to sanity of outlook.

The Future.

With regard to the future, one finds almost complete unanimity of opinion. It is agreed that better conditions are ahead. Some estimate that several months of dullness will succeed before there is a noticeable turn in the tide. In this they are undoubtedly right. It is not to be expected that the early months of the year, ordinarily the dullest, will see the resumption of complete trade activity.

Extracts from a number of the letters are appended:

Best Year Experienced.

Our business in sporting rifles and ammunition during the current year has been the best we have experienced. In fact, we shall enter the new year with a large number of orders unfilled, and the prospects for the coming year would tend to show a still increasing business in our products.

Yours very trudy,
ROSS RIFLE COMPANY.
(Thomas Craig.)

Consider Outlook Good.

We were remodelling our plant last year, and it is somewhat difficult for us to state just how favorably or unfavorably our business could be compared with previous years, but from what was offered us we would consider that the business, generally speaking, throughout the Dominion of Canada was in a very healthy condition.

While in the Western provinces buyers of our goods were somewhat backward in placing orders, it was not because any actual diminishing of the trade, but on account of being unable to collect money and the general shortage of money existing that they preferred to



OCTOBER MORN.

One view of the effects of the American tariff reductions on business.

get rid of the stock on hand rather than anticipate largely. Of course, we have increased our plant a great deal, and have also increased our business, and we expected to do so, and we could scarcely say what increase would have been had our plant not been enlarged, compared with other years.

We might state that trade for another year should be very bright in Ontario and the Eastern provinces, crops for the farmers having been at the average, or above ,and the prices have been about the normal for farm produce outside of the grains. With a full crop and high prices we cannot understand why business should not be first class for next year. Should the crop for 1914 prove as good as the 1913 crop we consider that there will be a small boom again. Of course, the Eastern provinces look to the Western provinces for the increase in the output of their manufacture. We cannot look for very much of a change in the older provinces, as the increase in trade must come from the new provinces where so many people are immigrating. We believe that if the speculative element with reference to real estate both in towns, cities and farm properties were curbed a great deal we would have steady and permanent growth.

If the same speculating takes place again that has within the last seven or eight years there is no doubt but we will experience slumps again such as we are experiencing at the present time.

Yours truly,
ERIE IRON WORKS, LTD.
(W. G. Rogers.)

A Fair Year.

Our fiscal year ended August 31st, 1913, and was a most satisfactory year, both as regards sales and profits as compared with any previous years. Aside from our own business, and taking the year 1913 as a whole, it could not be called as good a year as 1912, although not what could be termed either a bad year, but more properly just fair. Generally speaking, business in Eastern Canada was very good up to May of this year, and since then there has been a gradual slacking. Western Canada business was not good at all during this year, especially in B. C., and has been extremely quiet for the last six months of this year.

The falling off in trade conditions throughout Canada this year is due principally to the following causes: First, too much speculation in real estate and other directions, and also too much extravagance; secondly, the money stringency that has existed throughout the year, and still exists, although this is somewhat easier now; and thirdly, Canada is feeling the effects of the world-wide stringency, the Balkan War and other depressions.

Canada has come through this year with great credit to herself and to our banking institutions, who have handled the situation so wisely and well.

With regard to the new year, 1914, the first few months will be marked by depression in trade, effecting the manufacturing industries, and due to the retrenchment policy of our great railways, a conservative, careful policy will be pursued under such circumstances by all manufacturers.

The new year, however, will prove, generally speaking, as far as we can foresee the conditions to be better than 1913. We come to this conclusion because the basis of Canada's prosperity depends more largely upon our agricultural classes than upon anyone else. The farmers throughout Canada have enjoyed a very good crop during the past year, and never have they obtained such ready markets and high prices for their products. A still more active demand and high prices have been created for our farmers by the Americans putting so many of the products of the farm on their free list. The farmer, therefore, being prosperous, makes the retail merchant's business good, and this leads to the manufacturer, and benefits him, so that while we will notice that the manufacturers and railroad companies will experience quiet times for the first three

months of 1914, we feel very optimistic about the sprin outlook, and that business generally for 1914, when it closes, ought to be very much better than the past year.

Speaking more particularly for our own companies, our views are borne out by the fact that we have more orders and hevier ones on our books for spring shipment than ever we had before, and we are planning, and feel satisfied we will not be disappointed, for a larger volume of business this coming year than ever we have experienced in the many prosperous past years.

Taking the conditions throughout Canada as a whole, Canadians have nothing to feel pessimistic about, but rather on the contrary, it has been a good thing that this little reaction set in during 1913, because a breathing spell was necessary, after such a long period of extraordinary prosperous years, and the conservative policy of retrenching that was so necessary for all to exercise, is not only beneficial to those who found it necessary to do this, but the country as a whole, in order that we may proceed along just as highly a successful course as heretofore, but more conservative and safe.

We can see nothing ahead of Canada but continued prosperity for many years to come.

C. C. BALLANTYNE,
Vice-President and Managing Director,
Sherwin-Williams Co. of Canada.

The Iron and Steel Trade.

The demand for iron and steel during the first half of the year 1913 taxed the resources of the steel producers, not only in Canada, but in the United States. The last six months, however, showed a very large decrease in demand, but, taking the year as an average, I think it will be found to prove equal to the year 1912.

With regard to 1914, I do not pose as a prophet, but with the settlement of the United States Currency Bill and with the probable decision in favor of the Eastern trunk lines in the United States for 5 per cent. increase in freight rates, I believe that conditions will very much improve.

It is well known that the railway companies have large orders for materials which they are holding in abeyance until the rate question is settled. If a favorable decision is given, it would mean a big demand on the steel makers, not only for materials for renewals, but for improvements and extensions which are absolutely necessary to meet the normal growth of the country.

An improvement in conditions in the United States would be reflected in Canada immediately.

R. HOBSON.
Vice-President and General Manager
Steel Co. of Canada.

Conditions As Seen in Montreal

By Hardware and Metal Representative.

That the year 1913, which has only a few more days to run, has been a poor one for business, is the general opinion of many. Failures have, and are still taking place, men are out of work, collections are slow in the West, building operations fell off to a marked extent and soforth. Yet, in the face of all these statements, how many firms have you come in contact with lately who have not increased their sales, or show a profit this year, over 1912? Are we all pessimists? Almost every firm the writer has called on during the past few weeks admits that the turnover for 1913 will show an increase over that of 1912. "Money is tight and collections are poor," has been the slogan for the past few months. How many salaried men, and there are a host of them, have had their salaries reduced? What percentage of food stuffs show an increase over last year's prices? True enough, meat is higher, eggs are higher, and some other articles show an increase, but would it surprise you to read that 40 per cent. of food stuffs sold to-day are cheaper than they were one year ago? Such a statement was published in one of the local dailies some days ago. It seems that the trouble with the majority of people who are yelling "hard times" at the top of their lungs are either looking for an excuse or else they have been speculating and find themselves pinched. This country has been prosperous, fortunes have been made and lost in one day. Such fortunes can only be arrived at from speculative deals. The fact of the matter is that everyone from the ordinary clerk, at a small wage, to the big financier, has been investing his money in real estate Some, no doubt, have made good, in fact quite a number; but how many others have not? A small payment down and the balance payable quarterly is the proposition an army of men have been up against to-day. Were we becoming too speculative? Did the banks do the wise thing by closing down all speculative prospects? True enough, the Balkan war, coupled with conditions in Mexico, has had its effect in other countries, but can we attribute our condition to that fact? Crops were good this year, in fact we had record crops. The export of grain this year was also a record one. We have experienced little difficulty selling our products. Where is all the money going? Have you honestly felt any great depression this year?

In the hardware business for the year, almost every firm state that up until the end of August they showed a substantial increase over the corresponding period of the preceding year. The month of September held its own but was followed by two bad months, October and November. These two months fell behind the corresponding months of last year and naturally took away considerable of the increase shown at the end of August. The present month has been very good. Some firms report business as having been better than one year ago and when the books are closed on December 31st there is little doubt that a great majority of the wholesalers and manufacturers will show an increase over their 1912 business. It naturally follows then that the retailer must have experienced the same condition in order for the manufacturer and wholesaler to make such a report.

Building operations were curtailed to a great extent and this falling off had a bad effect on the trade in general. Although quite a number of large contracts were carried on locally, the number of smaller contracts showed a decided decrease from last year. There was a falling off in houses which meant quite a loss to the hardware trade.

The trade has suffered too from the unseasonable weather we are at present experiencing. Lines which have been stocked by the wholesale houses and produced by the manufacturer, which should be in active demand at this time are at a standstill. Retailers have been buying small and often for the past year or so and until these seasonable lines are in actual demand they are not ordered from the wholesaler with the result that the buying which generally takes place in November and December is and has been conspicuous by its absence. That crops were good is uptting it mildly. Conditions are improving daily out West. The Balkan war effects it mildly. Conditions are improving daily out West. The Balkan war effects have been shaken off by European countries. The Mexican situation looks to be well under control. Last, but by no means least, people are beginning to rid themselves of the pessimistic attitude which has been so prominent during the past six months and are becoming more optimistic every day.

True enough, this year has been a hard one for some of us. Money has been tight. Collections have been slow and conditions rather delicate, but we cannot expect to keep going ahead each year without ever running into an occasional slump. We must take the good and bad together. We have eujoyed five good solid years of prosperity and have weathered a year of "hard times." No one, or at least very few, have suffered to any great extent, conditions are improving daily and the prospect of a bumper year is looming up ahead of us.

If anyone mentions hard times to you, get busy .

The Atmosphere Cleared.

As to the prospects for 1914, we honestly believe the commercial atmosphere has been greatly cleared by the past tightness of money and the gambling tendency in merchandising, as well as other issues, has received a set-back which will work to the welfare of trade generally, and the retail trade will of necessity buy with the purpose of well assorted stocks, but not in as large quantities as formerly, thus reducing their liability without curtailing their output, and with the prospective general activity we believe 1914 in Canadian business will be in excess of any former year.

GEO. STACEY,
The Stacey Cutlery Co.

STOP CRYING HARD TIMES.

In the course of a letter on business conditions, the following sound advice is given by H. G. Wright, president of the E. T. Wright Co.:

"If the business men of Canada would not cry "Hard times" so loud—and some of them before they are hurt—it would be better for the country. In fact the writer knows of some cases where firms did not know that hard times existed, until they were told by other business men that we were going to have a very hard winter. Most of our factories here in Hamilton, have had a fairly good year and have had their plants running most of the time. This little slackening off of business will give us all a good opportunity of putting our plants in good condition, ready for the revival of business in the spring."

Retail Trade Busy.

We think that the retail trade probably is doing as large a business as last year. Although this statement may not be true in all parts of the country, it applies to the districts which our travellers have recently covered.

We do not anticipate any very great improvement until the condition of next year's crop is definitely known, although we think there will probably be some slight improvement in the spring.

ALLAN HILLS EDGE TOOL COMPANY, LIMITED,
(Allan Hills, President.)

Your favor of the 18th, asking for my opinion on the business conditions in Canada received, and in reply I would say that the first ten months of 1913 were the best in the history of our business, and if November and December had kept up with the first ten months we would have had a very handsome increase over 1912, which was the banner year of our thirty years' experience. We have run our factory full blast, and some overtime, until last week, and we are now closing down for repairs and stocktaking. We intend starting our plant right after the first of the year, and have no doubt that we will be able to dispose of our output in the spring. The little set-back we have had in Canada, caused largely by the wild real estate speculations, and perverting the money from business channels to speculation, causing a stringency in the money market, which was no fault of the business conditions of the country, but I think the check will do much benefit to the country. We have found the trade good in the provinces of Ontario and Quebec, and the falling off only in the Western provinces, and we feel confident these provinces will revive in the spring, and that business will get back to normal conditions.

E. T. WRIGHT CO., LIMITED.
(H. G. Wright, President.)

Business Satisfactory.

We would say that, considering the tightness of money in 1913, we have on the whole found business satisfactory. The building trade is possibly the first to feel any financial stringency. Notwithstanding this, however, business in Montreal and East in the Maritime Provinces has been good. Business at Toronto and in the province of Ontario has been fair, while trade in the North-west provinces has been decidedly poor. East of the Great Lakes collections have been bad. Glass stocks in the hands of the retail trade in Canada generally are small. We anticipate some improvement both as to trade and credit in the North-West in 1914.

SMALL ARTICLES SELL.

One manufacturer writes: "Our trade this year has increased very much in small articles and fallen off in the larger and more expensive cases and prices. This we attribute to the general expression of tight money.

We feel that business in Ontario, Quebec, and the Maritime Provinces during 1914 will be good. We feel that the restriction of credit during 1913 has had a wholesome effect eliminating a great many irresponsible builders.

THE CONSOLIDATED PLATE GLASS CO. OF CANADA, LIMITED.
(John W. Hobbs.)

Largest Turnover.

We have found binder twine and rope business during the last year to be very satisfactory, as we have had the largest turnover in our history, and we are looking forward to as good a season in 1914.

INDEPENDENT CORDAGE CO., LTD.

A Good Year Ahead.

We would say that we have found that trade has been good in every respect. Our shipments have been the largest we have ever had in the history of our company.

A manufacturer writes:

Replying to your letter of 18th re business conditions in Canada, would say that the Iron, Steel and Metal trade, while not quite up to the high-water mark of 1912, was still very active. During the second half of the year, however, there was a marked slackening as compared with the same period of 1912, and a gradual easing off in prices which had for the last year or two been generally advancing

"Under these conditions, buyers have naturally been inclined to hold back so that sales for 1914 are not very heavy, but prices are now at such a low level that buyers are becoming more interested and anxious to book far forward at the present level.

"On the other hand, producers as a rule are not inclined to sell at the low figures now prevailing except for prompt shipment and the indications are that there will be a gradual increase in buying and probably in most lines a gradual advance in prices."

Regarding the outlook for the coming year, just at the present things are a little quiet, but from reports that we have had from our representatives throughout Canada no one is doing any buying until after the beginning of the year. We believe that 1914 will be a good year. We may say that we have not been obliged to shut down one day the whole of this year.

THE STRATFORD MFG. CO., LTD.
(Chas. A. Moore.)

Replying to your inquiry of the 18th instant, we will say that our business this year is considerably ahead of any previous year, but this is partly due to our covering territory in the Eastern provinces which we did not previously cultivate.

Collections have been quite good throughout Canada, although there has been some falling off in taking the dis-

C.N.R. Line Completed to British Columbia

An Important Milestone Passed in the History of the Development of Canada—Opening of New Line Will Throw Open New Territory and Lead to An Expansion of Trade and Commerce.

HARDWARE AND METAL is in a position to announce that the transcontinental line of the Canadian Northern Railway has been completed from Quebec to British Columbia. This marks the beginning of an important era in Canadian history.

It is an established fact that the building of the C. P. R. was the most potent factor in the growth of the Northwestern Provinces and, therefore, of the whole of the Dominion. Linking up the whole of the vast country from coast to coast, providing rapid means of communication and transportation, the C.P.R. opened the way for the almost unprecedented expansion of Canada.

It can be accepted as equally a fact that the building of other lines through new territory in the West will have quite as direct an influence on the growth of the country. When the G.T.P. and the C.N.R. have completed their lines from coast to coast, the results will be felt not only in the stimulation of trade in the older sections, but more directly still in the opening up to commercial invasion of new territory.

Thus the completion of the C.N.R. line to the Rocky Mountains is an important milestone in the history of Canada, marking as it does the completion of a mighty work which will prove a force of great potentiality in the upbuilding of the country.

It is learned that Sir William Mackenzie leaves shortly after the first of the year on a tour of inspection over the completed line to British Columbia.

It had been feared that the completion of the extensive construction work on the Canadian railways would mean the temporary loss of employment to thousands of men. There seems no basis for fear on this score, however. There will always be sufficient construction work in connection with the railways to keep in employment the men now engaged. This statement is most amply borne out by the fact that the C.P.R. spent more on construction work this year than in any other year in its history. This work was done on branch lines, and in strengthening and double-tracking old lines.

In any case the completion of the new line will create such a stimulus to trade in the opening up of new territory and the increasing of traffic that any possible loss through the cessation of construction work would be more than offset.

Start of Passenger Service.

Toronto, Ont.—A through fast freight service is to be inaugurated by the C.N.R. between Toronto, Ottawa, Montreal, and Quebec on January 5, according to an official statement issued at the head offices of the C.N.R. yesterday.

A limited passenger service for the benefit of the public along the new stretch of line between Sydenham and Ottawa, in Ontario, is included in the new scheme.

This announcement marks the first big operating consolidation of the lines of the C.N.R. system between Atlantic shipping points in the east and the Canadian west, foreshadowing the start of a general passenger service between all points on the C.N.R. lines in the two eastern provinces in the spring, and later on a through service of the same kind between east and west.

count for payment within a stated period.

From the reports of our salesmen throughout the Dominion and from our general knowledge of the hardware trade, we look forward to 1914 being a year of recuperation. We do not think it will be a record year as far as general trade is concerned, but we think it will be a good year, paving the way for 1915 to be a truly banner period.

THE CAPEWELL HORSE NAIL CO.
(C. H. Fleming, Manager.)

A Fair Year Ahead.

In reply to your favor of the 18th inst., would say that our trade has fallen off the last two or three months, but up to that time business generally had been quite good, and while orders for spring goods are not being placed as freely as in former years there are nevertheless good grounds for belief that 1914 should prove a fair year for any well established business.

THE B. GREENING WIRE CO., LTD.
(H. B. Greening, President.)

Business Exceptionally Good.

Hamilton, Can., Dec. 19, 1913.

We have your December 18th letter, and for your information might say that our business throughout the year has been exceptionally good. Sales were substantially increased; collections very satisfactory.

The demand for Wire Fencing is more directly affected, we judge, by crop or weather conditions than any other circumstances. From 80 to 85% of our output is sold to the trade for farm use in old Ontario, and farmers in most sections were especially favored with good crops, splendid market, and prices equal or better than normal. These conditions were favorable for prompt payment of accounts.

FROST WIRE FENCE CO., LTD.,
Alex. L. Page, Sec.-Treas.

Outlook Good.

Windsor, Ont., Dec. 19, 1913.

Regarding business, we consider the

(Continued on page 45.)

HARDWARE AND METAL

VOL. XXV. No. 52 Toronto, Canada, December 27, 1913 Two Dollars per Year

THE YEAR AHEAD.

In this issue Hardware and Metal presents the annual review of business conditions in Canada, as applied particularly to the hardware trade.

The information secured from manufacturers of hardware lines this year is both gratifying and illuminative. It is demonstrated beyond all shadow of a doubt that the past year was not such a bad year after all. Most manufacturers report that on the whole year they had an increase of business—an increase which, in many cases would have been record-breaking but for the cessation of activity during the last few months of the year. Despite all the talk of poor collections, there does not seem to have been an undue amount of difficulty in this respect. Some manufacturers report that they found money harder to get in than is usual, but in no case was the difficulty made to appear grave. As the amount of business done by the manufacturer and jobber is indicative of the business done by the retailer, it is quite reasonable to assume that the retail hardwareman has had a good year in view of all circumstances. Direct reports secured by Hardware and Metal bear out this statement. Hardwaremen have had a reasonably good year and in the East, at least, the pinch of tight money has not been overly manifest.

With reference to the new year, it seems the universal opinion that an improvement will be shown. Even the most conservative voice this belief. At the same time, too much must not be expected of 1914. There is no real reason to anticipate an immediate resumption of commercial activity. The first few months of the year will undoubtedly be quiet. Some believe that it will take until late summer for a complete recovery to be effected. This is probably right. It will take the cumulative effects of two good harvests to set the wheels of progress humming at the momentum attained before this unfortunate depression set in.

Perhaps the use of the word "unfortunate" is hardly advisable in this connection. The depression has served a good purpose. It has helped to put business on a more sane footing, to eliminate extravagance, and ill-judged speculation, to effectually check wild-catting. It has taught the business men of Canada a needed lesson. It cannot, therefore, be regorded as altogether unfortunate.

STAFF CONVENTIONS.

Toward the close of the year, we read about the staff conventions, held by manufacturers. With many of our largest firms, these gatherings are annual affairs.

Sales-staffs are gathered together, and have an opportunity of meeting the heads of the firms they represent. Business conditions are discussed, and selling policies are outlined for the New Year. Salesmen are taken through the plants of the manufacturers, and secure valuable information regarding the goods they are called upon to sell.

These gatherings are held at considerable expense to the manufacturers. Nevertheless they are good paying investments.

The salesman starts the New Year with renewed vigor, confident that his interests and the interests of the house he represents, are one. He is better equipped to sell his goods, and meet competitors.

The methods employed by these large firms, in bringing their staffs closer together, could be profitably adopted by many of the retail hardware merchants.

Store conferences could be held once a month. Proprietors and clerks could discuss conditions in the store, and suggestions for improvement could be made, and carried out.

The clerks can very often, offer good suggestions, which, if carried out, will reflect to the advantage of the business.

Dealers should encourage their salesmen, and let them know that suggestions are valuable. Gatherings, where employer and employees get together, are always productive of much good feeling, and help in a marked degree to create harmony in business.

In outlining improvements in your store methods, for the next year, it would be a good plan to include store conferences.

OUR RESOLUTIONS.

It is the universal custom to start the new year with a brand new set of resolutions to cover one's future conduct and for guidance in personal, business and spiritual matters. This rule applies to institutions as well as individuals. Even publications indulge in New Year's resolutions and Hardware and Metal is no exception to the rule.

The first resoulution that Hardware and Metal has laid down for the new year is to strive to give its readers a more complete service in the future than it has rendered in the past, to cover their needs more fully, to arouse their fullest interest; generally speaking, to be as useful as lies in the power of the trade paper. The Hardware and Metal of 1914 will be a larger paper and, we trust, a better one. New features, all of direct practical interest, will be introduced. Many readers have been kind enough in the past to say that the paper has shown a steady improvement during all the years that they have been reading it. Our

aim will be to so improve Hardware and Metal during 1914 that our readers will feel that it has placed itself on a higher plane of usefulness and interest.

In this resolve, we ask the co-operation of our readers. If you have an idea that will help other hardwaremen, send it in. If you have information which would be of interest to the trade, give it to the trade through the medium of Hardware and Metal. If you have a criticism to make, we want to hear it. In fact, we want to hear from every reader often during the year that is ahead.

Let it be one of your resolutions to keep more closely in touch with your trade paper during 1914.

ANNUAL STOCK-TAKING.

Next week the annual stock-taking will be in full swing in a large percentage of Canadian hardware stores.

Making the annual inventory is a task which deserves close attention. The merchant can easily deceive himself if the inventory is not properly taken.

System is needed, and every merchant should have a system which enables him to take stock systematically, without danger of missing any portion of his stock, or of entering a larger quantity than actually exists.

Utmost care should be taken in making the inventory. The dealer is under an obligation to the extent of having it absolutely correct. He owes it to himself and to his creditors.

POINTED EDITORIALS.

A Happy and Prosperous New Year to all.

* * *

Business could not have been so bad after all.

* * *

There's money in show cards. Why not use them more?

* * *

Start the new year right by planning an aggressive and systematic advertising campaign.

* * *

Time to banish that pessimism habit. A stiff upper lip is more useful in business than a gloomy frown.

* * *

It seems unanimously decided that 1914 will be a good year for business, in so far at least as the hardware trade is concerned.

* * *

A hardwareman in Toronto is handling honey. This is an innovation which has the hallmark of originality on it. Does it hint at the introduction of foodstuffs into the hardware store? One hopes not.

* * *

Tin is down. Time was and is not so very long ago when tin was never anything else but up. To the manufacturer who uses tin largely in his operations, the present success of the bear operators will be a welcome change.

Service is the Solution

ALTHOUGH definite arrangements have not yet been made with the railways as to the carrying of matter under the proposed new Parcels Post measure, it is a practical certainty that the system will go into force in the course of the next few months.

This is a matter of deepest significance to the retailer. It means that he will be brought more closely than ever before into competition with the mail order houses and the large stores in the cities. For many years the possibility of having to face this opposition has been before the retailer. He has regarded it as a remote menace, a danger that might be staved off. Now he is face to face with it and must decide what he is going to do.

The solution of the difficulty is Improved Service. If the retailer desires to hold the trade of the public, there is one way to go about it: To make it so well worth the while of the public to deal with him that they will not resort to purchasing by mail.

There are countless hardware stores in Canada where no fear need be felt of the effects of the new system. In these stores, the idea of service has been carried out in the fullest degree. They carry well assorted stocks, display the goods prominently, give the public prompt and courteous attention, deliver promptly and advertise aggressively. Customers have become convinced that at these stores they get good service.

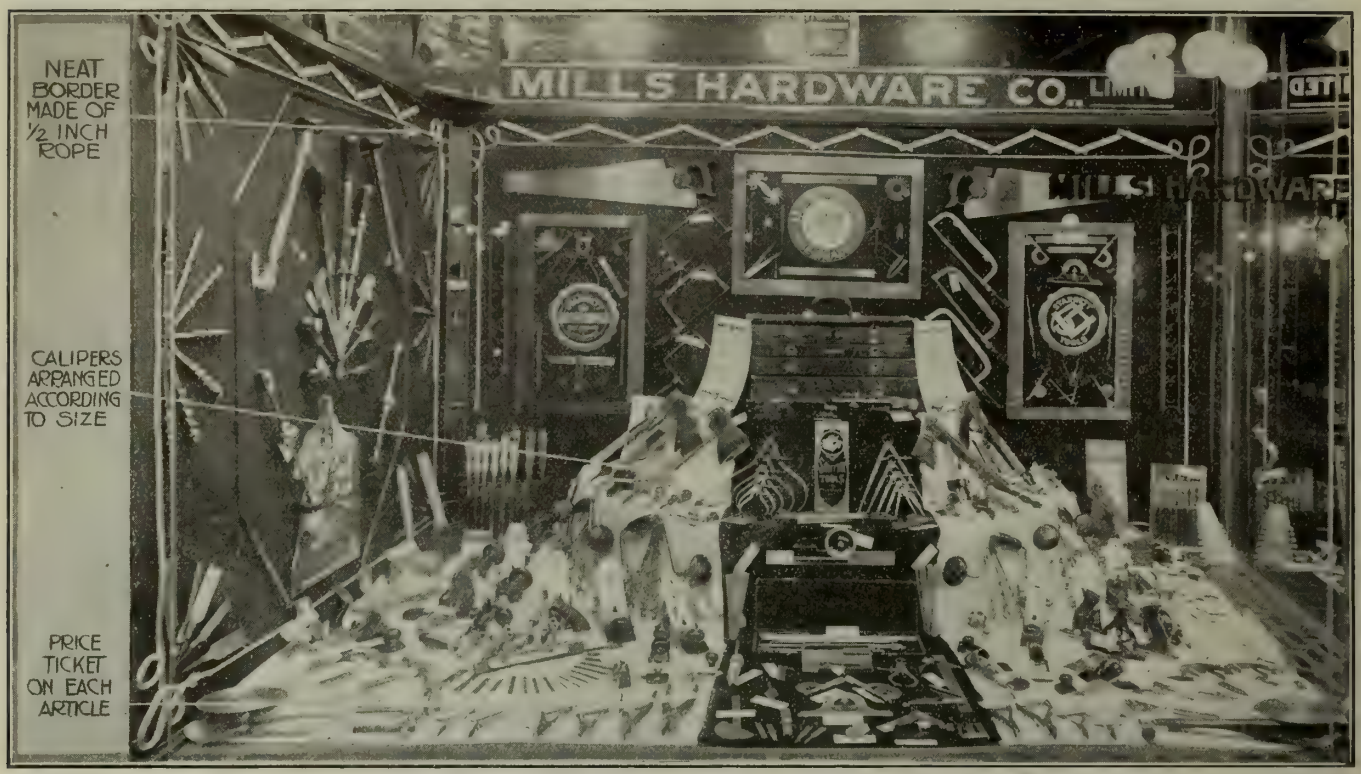
After all, service is what customers buy at a store. The goods are only a part of the service that a store renders. Courteous attention and prompt delivery are essential features of what should be offered. A store may offer the best values possible, but still fail to establish itself permanently if the service offered is not up to the mark. Customers appreciate values, but in a still wider sense they appreciate service, which in its broadest meaning includes values.

There are many hardware stores, however, which have reason to view the approaching change in the order of things with a certain degree of apprehension. This applies to all retail establishments which have not made service their keynote with all that the word implied. The store of dingy appearance, the store that does not advertise, the store that is not efficiently managed and manned: All will suffer if the inauguration of Parcels Post finds them without their defences built up.

Mail order buying develops when the local merchant is not giving the district efficient service. If all stores were managed on a thoroughly aggressive and comprehensive basis, the mail order house would never have come into existence or would have had but a short tenure of unsuccessful life. If all stores took the Parcels Post System as an impetus to giving improved service, the new system would not tend to stimulate trade for the local merchant.

With the new system such a short distance off, it is incumbent on the retailer to consider how nearly he is coming to giving the public the service demanded.

Detail in Successful Window Trimming



Window Display by Fred Mills in the Mills' Hardware Co, Kingston, Ont.

The Show Window is the Index to the Store—The Value of Show Windows—Arrangement of Stock an Important Factor—Displays by Mill's Hardware Co., Hamilton, and Ashdown's, Calgary.

One of the modern innovations in connection with window trimming is the practice of applying artistic skill and taste in arranging attractive and effective displays.

The show window, which is really the index to the store, is the most valuable display space the merchant has at his command.

There are very few really successful retail merchants who are not ardent believers in the importance of window display.

Value of Show Windows.

The value of the show window has always been recognized more or less. During recent years, however, there has been a marked improvement in the displays shown in the windows of retail hardware merchants. The result of this improvement is that the hardware displays in some towns and cities rank very high when compared with displays of dealers in other lines of business.

The successful window trimmer must make a study of window trimming and arrange his display in a manner that will attract and hold the attention of the passer-by. He must also possess a fair fund of originality, which will assist him in introducing individuality in his displays, producing new or novel effects that will make his window show up to better advantage than those which always have a sameness in their appearance.

One of the first things to be considered in arranging a display is the adoption of a suitable background. The background should be of a color and a design to harmonize with the goods displayed.

Arrangement of Stock.

The arrangement of the stock is another important consideration in arranging an effective display.

In showing high grade goods of any kind, it is generally considered a good plan not to overcrowd the display, and to allow plenty of room in order that each article will stand out prominently.

When the goods are not overcrowded the onlooker has a better chance to make comparisons, and the chances are that a much more lasting impression will be made than would be the case if the window was stocky or overcrowded.

Neatness in arrangement of the stock is also an important essential in the make up of an effective window display, and hardware window trimmers should not overlook the fact that this rule is applicable to hardware displays as well as to displays of jewellery, wearing apparel or any other line.

In many hardware stores the window trimmers are obliged to wait on customers, and are only enabled to work in the window for short periods at a time. The firms cannot afford to keep a man especially for this class of work, and the work of arranging the window displays falls to the lot of one of the clerks.

It is sometimes very discouraging to the clerk when he has to leave the window so often, and he is liable to get careless when nearing the completion of the display. He should always remember, however, that one or two neglected details will often mar what would have otherwise been a good display had the details been properly attended to.

The accompanying illustrations show two splendid examples of window displays, in which care has been exercised in executing all the details which go to make up attractive and effective displays.

Ashdown Display.

One of the accompanying illustrations shows a very attractive display of silverware shown recently in Ashdown's Calgary retail store. The display was arranged by C. H. Smith.

In this display Miss Fade-away was used as a background. Lattice work,

from which bowers of artificial flowers were hanging, was also used in the background.

The covering used on the bottom of the window was purple, and the flowers were red roses and white snowballs, a combination which harmonized and produced an exceedingly pretty effect.

A few cases of silverware were mounted on pedestals. Some smaller pieces were shown on the bottom of the window.

A price card, giving the price in plain figures, accompanied each case, and in addition two large show cards were used.

The display attracted considerable attention.

Mills' Display.

In the Mills Hardware Co. display is shown an entirely different class of merchandise, but it is quite evident that the utmost care has been exercised in arranging the display, and all details have been carefully watched.

Machinists' and mechanics' tools are the lines featured, and the completeness and neatness of the display could not help but attract the attention of anyone interested in tools.

Another commendable feature is the use of price cards. The use of these cards makes the display doubly interesting, because the mechanic not only sees a line of tools in which he is interested, but he also sees at a glance the prices asked.

The neat arrangement of tools on the background of the display shows good taste on the part of the window trimmer. The border around the background is made of ½ inch rope.

The neat arrangement of the calipers in the centre of the display is also evidence of close attention to detail. Several sizes of calipers, ranging in size from 3 inch and upwards, are shown, and are arranged in order of size.

The general arrangement of the display shows that the window trimmer planned his work out carefully, and executed it with due regard to the many essentials necessary in producing an attractive and effective display which will create sales.

FIRE PROTECTION "DONT'S."

Don't allow electric wires to be carried around and hung from nails or other metal hooks.

Don't allow smoking in or about the building by your employees and prohibit smoking by the general public so far as possible while in the building.

Don't allow hay, straw, excelsior or other light substances to accumulate under counters, under stairways, or back of radiators, or in yards.

Don't neglect properly to instruct your employees as to what to do and how to act in case of fire or panic.

Don't permit your window trimmers to use cotton batting or other light combustibles around electric lights, nor to decorate any booth with same without first having the same thoroughly fireproofed.

Don't permit the obstruction of aisles or passage-ways leading to stairways, exits or fire escapes. The stairways should be kept clear from obstruction at all times, and never place any stock or shelving in a place that would obstruct such passage-ways.

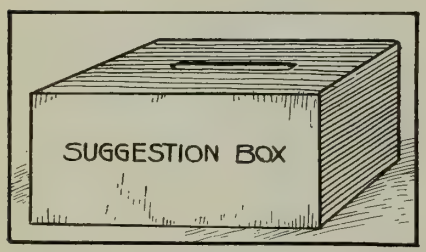
Don't neglect to have a thorough inspection made of your chemical fire extinguishers, and all other fire appliances to see that they are in perfect condition, as you may need them at a moment's notice.



Window Display by C. H. Smith, in Ashdown's, Calgary, Alta.



What Other Hardwaremen Do



Wholesale firm uses suggestion box.

WHY NOT A "SUGGESTION BOX" IN THE STORE.

A wholesale firm in Toronto have placed in a prominent position in the warehouse a "Suggestion Box" in which may be dropped any written suggestion by anyone who thinks of some method to improve the service.

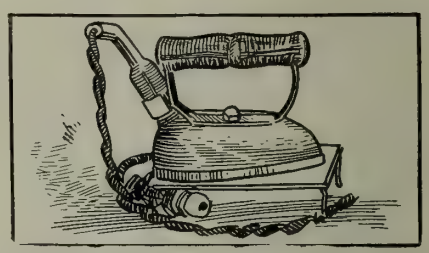
The firm offers one dollar for each suggestion adopted.

This works out well and has been the means of several little improvements well worth undertaking. But it it has brought out one big improvement that does not appear on the surface. That is the development of the interest upon the parts of the employees. It has struck down all timidity on their part. They know that their suggestions are wanted. They feel free to offer them, and they do offer them not by any means alone on account of the money reward that they receive in case their suggestions are considered worthy of adoption.

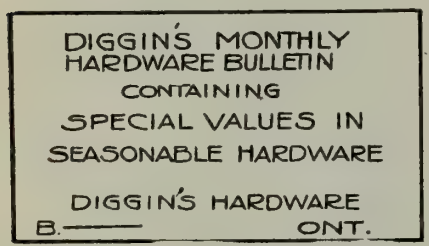
ELECTRIC IRONS OUT ON TRIAL.

A Brantford, Ont., hardware merchant, has found that he can sell large numbers of electric irons by allowing responsible customers to take the irons out on trial. Despite the fact that electric irons have, during the past few years, been featured and advertised strongly, there are still many people who are skeptical, and who are still doubtful of the usefulness and economy of the modern electric iron. Danger from shocks, burning out of fuses, disorganizing the house lighting system, and other objections, are often given as reasons why householders do not possess irons.

The dealer in allowing the iron out on trial, shows his faith in the iron he is selling, and he claims that many of the skeptical customers take advantage of the offer and are so well satisfied with the results they obtain, that they become purchasers.



Brantford hardwareman sends electric irons out on trial.



Retail hardware firm issues monthly bulletin.

HARDWARE FIRM ISSUES BULLETIN.

In order to prevent the inroads of the mail order houses, and to secure for himself the trade of the farmers in his locality, an Ontario hardware retailer issues a monthly hardware bulletin, which he mails to the farmers in the surrounding district. The bulletin consists of four pages and shows illustrations, descriptions, prices, etc., of seasonable hardware goods. The bulletin is mailed on the first of each month. The dealer has a mailing list which he endeavors to keep up-to-date and he finds it very useful in sending out the bulletin and also in sending out any special advertising matter which he sends out in co-operation with manufacturers.

DEALER USES 15-CENT TABLE.

A Saskatchewan hardware dealer has worked up a large business in small kitchen and household utensils, tools, etc., by featuring them on a large table, which he has placed in a prominent position in his store. On the table, which is called a "15-cent" table, is shown a large selection of goods, each article selling at fifteen cents. The goods are changed each week, and the display is always kept in a clean and well arranged condition. A large show card is used, on which appears:—Any article on the table 15 cents. The dealer states that large numbers of sales are made daily from the table.



Sasketchewan hardwareman conducts a fifteen-cent department.

Putting the Right Men in the Right Places

The Story of a Prominent Hardwareman's Success as Related by Himself—How He Pulled Himself Out of Semi-failure by Finding the Right Man to Help Him—The Problem of Men is the Big One.

THIS is an account of the rise in business of one of the most successful and wealthiest retail hardwaremen in the country, so it can best be told as he told it himself to the writer.

Whatever success I have had has been due solely to the fact that I have had the knack of getting the right men under me. I have not only managed to get the right men but I have put them at the right work.

I can remember very distinctly one day twenty-two years ago. At that time I was running a small store over on the next street with a small staff of clerks. Business was fairly brisk, but I wasn't making much money. I did not realize then why this should be, but I see it all very clearly now. I was running everything myself and only half running it at that. As a buyer, I was not particularly shrewd and the other fellows in town often got better quotations than I did. They picked up odd lots here and there; but I didn't seem to have the knack of getting hold of real bargains. When I did bite at a tempting offer of a job lot of goods, they always turned out to be stickers of the worst kind. Then I was looking after the office work, too, and making a dismal failure of it. I was never cut out for a clerk or bookkeeper.

Finding a Bookkeeper.

Well, on this particular day, I was head over heels in work. I was trying to get out my monthly accounts, to balance up the books (a stupendous task each month), to direct the staff and to listen with a semblance of courteous attention to the persuasive arguments of sundry travellers who dropped in during the day. I was worried, too. The night before the head clerk had come to me with the complaint that one of the staff, Tomlinson, would have to be "let out." Tomlinson was a total failure as a salesman, I knew, but at the same time, I did not relish the idea of letting him go just then. We were rushed as it was and Tomlinson, despite his lack of the instinct of salesmanship, was at least useful around the place. The idea of breaking in a rank beginner in addition to all the rest of the work I had on hand did not appeal to me just then.

The day rushed on and I did not seem to be able to make any progress whatever. My desk was piled high with letters, circulars and books. I was not particularly tidy at any time but on this day my desk looked as though a cyclone had struck it. I glanced at it in despair and then my eye, chancing to wander through the store, rested on Tomlinson. He was trying to look busy and business-like; and failing completely.

I called him in. "Tomlinson," I said, "I am going to get you to look after some of these accounts. You get busy and get this list out just as fast as you know how."

I explained everything to him and then hurried to the back of the store to check over some goods that had just come in. When I came back, Tomlinson had cleared up the desk and had things as neat as a new pin. He was busily at work on the accounts. I left him at it and he has never left the office since. It turned out that he was a born bookkeeper, with a genius for details of office management. Under his direction. the business end soon assumed a different aspect. We kept our collections up to the mark and reduced our bad debts to a very small percentage. Tomlinson is now secretary-treasurer of the business. He has handled the business executive work for nearly a quarter of a century and of recent years has handled the finances as well. Sometimes I wonder what would have happened if I had followed out what my head clerk requested and let Tomlinson go.

Finding a Partner.

With the bother of the books off my hands, I turned into the buying and selling end with renewed vigor. I had to, because at that time I could not afford to put another man on to replace Tomlinson on the sales staff. Despite my continual supervision, things did not improve very much. We were running along on a very slim margin and, after all expenses had been paid and my living expenses had been taken out, the profit left over could be changed into silver and put into the bowl of a pipe—as somebody or other has said. It gradually began to dawn on me that there was something lacking in the business and that the lack most probably was in myself. My buying was still, I knew, far from thorough, and, reversing the old adage, I realized that goods poorly bought were hard to sell.

It reached such a stage finally that something would have to be done or the business would drift on the rocks. A traveling man named Gaines, who called on me regularly, had always seemed to me to be the very personification of efficiency and the most thoroughly posted man on prices and market conditions in the trade. With a man like that for a partner, I felt that the business would take on a new lease of life. I decided to broach the subject to him.

Next time he called around, to him I said:

"Charlie, you're the hardest working fellow I know. Did it ever occur to you that you might be doing all this work for yourself instead of for Peabody and French?"

"I have no kick coming on my treatment from the house," he answered, "but, of course, I have always looked forward to getting into business for myself."

We talked over my proposition and he finally came in with me, putting in a small sum of money. I noticed an immediate change. Charlie had sold goods for so long that he knew hardware backwards and he proved a wonderful buyer. It was a treat to hear him talk to the travellers that came in. As a general rule, he knew more about the goods they had to offer than they did themselves. He bought everything right. And, you may be sure, this made a big difference in our sales. We were not only able to present a much better assorted stock, but on many lines we were able to meet our competitors' prices without sacrificing our profit one iota.

Charlie remained in partnership with me for eleven years and during that time we quadrupled our turnover and moved twice, each time doubling the size of our previous store. He then moved out West to go into business as a manufacturers' agent. From the reports I get from him, he is cutting quite a swathe out there and making enough money to buy up a few sub-divisions now and then.

The Study of Men.

When he left, I had a man trained to take over the buying and the business went on just as smoothly as though a shake-up had not occurred. I had learned my lesson by that time. I did not depend on my own efforts in any sense. I had capable men in every position and an understudy for each one. That had become my chief part of the work: Providing the right men for the right place, studying the personnel of the staff, testing, changing and training the men. And, let me tell you, I had the most important part of the whole business in hand.

I may as well tell you another instance which illustrates how closely the executive head of a business has to watch the men under him. In the early years of my business career, I did not believe in advertising. This was due partly to a chronic lack of funds which made the idea of spending money for anything not directly necessary, seem absurd. It was also due to some degree to the fact that I was still running my business on a restricted plane, with my viewpoint fitted to that particular plane. When Charlie Gaines cast in his fortunes with the business, he started to talk advertising right away. He finally talked me over and we started to use some space in the local newspapers. Charlie wrote the copy.

Our first attempt was not a peculiarly successful one. Charlie was a buyer and salesman, not an ad.-writer. He knew nothing about the proper use of the King's English and his ignorance of typographical rules was profound. Some of our earliest advertisements were very crude indeed. Finally, I politely, but firmly told Gaines that he could not be permitted any longer to spend money that way and that, if we were going to do any more advertising, I would do it myself. We arranged it that way and I started in to write the copy. I went to the other extreme. Charlie had been writing exuberant, exaggerated stuff; I made everything very conservative and, as Charlie said, as mild as milk. Where his effusions offended by their flamboyancy, mine won neglect through their extreme commonplacedness. It was a case of out of the frying-pan of exaggeration into the fire of negative dullness. It soon became evident that, as an ad.-writer, I was a cypher. Charlie then insisted that I withdraw as he had done.

What was there left to do? Give over advertising as a failure? I was pondering this question very closely one day when I happened to think of Hawkins.

By this time we were carrying a fairly large staff, including two low-priced clerks who did odd jobs, helped out on delivery when necessity arose, and waited on customers in between. Hawkins was one of these. He was a fellow with a good education, well read and ingenious to a fault in some matters. He had been getting up catch phrases for show cards and on several occasions had let remarks drop which I had taken up and used in my advertising, bright flashes which relieved the deadly dullness of my natural style as a bright red poppy would stand out in a patch of weeds. Outside of this, Hawkins was a rather shiftless fellow, of little use as a salesman and clumsy in his mechanical tasks. He had been drifting around aimlessly until he chanced to apply to us for a job and was taken on.

An Ad.-Man Found.

I had fallen into the habit of watching men by this time and I imagined I saw the germ of great possibilities in Hawkins. One night, at closing time, I suggested that he work up some advertising copy for me that evening. He was delighted with the chance and next morning handed me a suggestion for an ad. which I used without a change. That ad. was a corker. No other word will describe it. We sold goods as a direct result of the copy which that shiftless fellow Hawkins had worked up.

"That fellow's a cracker-jack," declared Charlie Gaines. "Better keep him on that job."

"Trust the man who discovered Hawkins to realize his worth," I said. "I had already decided to keep Hawkins on the advertising."

We kept him on the advertising as long as we could—five years. Then he drifted out into a broader field and is to-day head ad.-writer with a large agency and drawing a salary of $75 a week. He is still the same peculiar, rather lackadaisical fellow, with little ability of any other kind than that original streak in him which enables him to say things different from other people and to say them in such a way that other people will read them.

I would most strongly advise every merchant to make this his chief study—the study of men. Get the right men in the right places and business will come.

CAUSE OF DELAYS.

A number of complaints have been heard recently, regarding the delays in receiving shipments from the Old Country. Hardware and Metal has been making enquiries into the matter, and information secured from Geo. A. Marshall, who represents a number of English houses in cutlery, tool steel, files, brass and other lines at 70 Lombard St., Toronto, will no doubt help to explain the situation. Mr. Marshall states as follows:

I will try and explain from the news received from home, the cause of the delay which has recently existed in the shipments of cutlery from Sheffield.

I am convinced that those who complain are not aware of the recent difficulties and inconveniences in the Old Country. In the first place there has been much agitation with the workmen in the cutlery trade for advanced rates of pay, involving many stoppages and causing considerable delay in the production. The concessions represent increased wages varying from 10 to 25 per cent. according to the class of work, and to meet this extra cost the manufacturers have been compelled to advance their prices in comparison. Then, again, the conditions of the railway transportation at different centres owing to strikes, etc., all tend to delay exportation at a time when the manufacturers are the most busy with fall and Xmas orders.

In order to overcome this difficulty I should suggest that your readers who handle these goods should consider the manufacturers' position when ordering, and give sufficient notice, say ten weeks, to have these delivered here in reasonable time.

CONCRETING IN DEEP WATER.

In depositing concrete in deep water through a funnel, the most difficult part of the operation, says the Engineering World, is filling the tube at the start. As is well known, unless the tube is sealed in some way the cement will wash out during the downward passage and leave only a pile of stone and sand. This waste of concrete may in the case of a 12 in. tube, 50 ft. long amount to more than 1 cubic yard. A simple but effective method of preventing this waste was described at a recent meeting of the American Railway Bridge and Building Association at Montreal. A 7 in. or 8 in. layer of wood shavings is first inserted and is covered with about 1 in. of cement. This forms a plug, and as the concrete is dumped on top, the buoyancy of the plug and resistance of the column of water underneath prevent the first concrete from falling rapidly enough to wash out the cement; from then on, the concrete itself serves as a seal.

ETCHINGS ON BRASS.

For etching on brass, a satisfactory ground, it is stated, can be made from equal parts of beeswax, Burgundy pitch, and asphaltum. These constituents are melted together and thoroughly stirred in order to secure a uniform mixture. This ground is warmed before using and spread evenly over the surface to be etched. When the ground has had time to cool, it is removed from the sections of the metal to be etched, after which the etching fluid is applied. A satisfactory etching fluid consists of one part of nitric acid to four parts of water. After the "biting" has been completed, which takes only a few minutes, the work is dipped in hot water to wash off the acid. The surface of the work can then be cleaned by wiping it with a cloth dipped in benzine or petrol.

J. Kinsman, representing North Brothers, of Philadelphia, Pa., is calling on the trade in Montreal this week.

BUSINESS CONDITIONS.

(Continued from page 37.)

year of 1912 our "banner year," and are pleased to say that our trade has thus far increased over last year at least 20%. The outlook for the coming year, in our estimation, we think will be a good one, especially in this vicinity, and we trust that the same condition will extend throughout the Dominion.

THE BARTON NETTING CO., LTD.,
B. West.

Two Years of Readjustment.

Toronto, Can., Dec. 20, 1913.

Replying to your favor of December 18th, business with us during the past year has been very good.

We have erected this year substantial additions to our factories, both at Toronto and Winnipeg.

Owing to the financial stringency and the check that has resulted, we think that it will probably be two years before a readjustment takes place, but are of the opinion that it will be a good thing for the country that the people have had to mark time and pursue a safer and more conservative policy.

THE METALLIC ROOFING CO. OF CANADA, LIMITED,
J. O. Thorn, Managing Director.

Collections Satisfactory.

Montreal, Dec. 19, 1913.

In reply to yours of the 18th inst., we would say that: Trade during the past year over Canada generally has been rather better than in previous years and collections have been satisfactory.

The outlook is unchanged from the viewpoint of the country's wealth of resources.

ALEX. McARTHUR & CO., LTD.,
D. J. Mann.

Galt, Ont., Dec. 20, 1913.

We have your favor of the 18th inst., and in reply may say that the business during the first ten months ending Oct. 30th was quite satisfactory. During the months of November and December there was a decided lull, the weather conditions being somewhat responsible for this. For the ensuing year we feel that during the first six months trade conditions will be somewhat quiet, owing to the fact that many of the hardware dealers are carrying a fair stock. We, however, feel that the business for the last half should be exceptionally good.

THE GALT STOVE & FURNACE CO., LTD., J. Sohrt.

Brantford, Ont., Dec. 20, 1913.

An Optimistic View.

Replying to your letter of the 18th instant re our opinion of the business of the past year as compared with other years. In answer to this question, from our experience the business of this year is about equal to that of 1912. At the same time the general opinion is that there has been less building done this year than last.

In regard to the collection of accounts, it has been much more difficult to get payments, particularly on large accounts.

Regarding the outlook for the future, our feeling is that prospects are more favorable, in view of the good harvest in the Northwest, and facilities that were given for the shipment of grain brought the cash back to the Northwest farmer much earlier than any previous year. Our reports from the West are that this money has been fairly distributed on back accounts. A feature is that there has been a larger acreage seeded for next year than for 1913.

On the whole we are inclined to be optimistic, and are looking forward to a good year's business during 1914.

BRANTFORD ROOFING CO., LTD.,
F. W. Chalcraft.

Catalogues and Booklets

Series of Cards.

The Gillette Safety Razor Co., Montreal, have issued a series of six cuts, which they illustrated on a series of cards. The cuts are made so that any dealer's name can be set up at the foot of the ad.

These cuts will be supplied to dealers free of charge.

The ads. which are well illustrated, and make a splendid Christmas ad., will occupy a newspaper space about three inches deep and three columns wide.

The cards which have been sent out illustrating the ads., can be cut up and used as display cards, giving the dealer six snappy, keen cards which will attract attention.

Wax Polish.

Thos. S. Jackson & Sons, London, England, makers of "Jackson's Real English Wax Polish for floors, linoleum, furniture, leather, harness, etc., have issued an attractively lithographed circular and also a toy novelty which they are supplying to their Canadian agencies for re-distribution to various stores.

Brace and Breast Drill Catalogue.

E. C. Atkins & Co., saw and tool manufacturers of Hamilton, Ontario, have just issued and have ready for distribution, their 1914 Brace and Breast Drill catalogue.

The new catalogue is well illustrated, and contains complete descriptions of the goods shown.

Copies of the new catalogue will be mailed to hardwaremen on request.

Corbin Specialties.

P. & F. Corbin, New Britain, Conn., have just issued a fifty-page book of Corbin specialties. The new book, which is attractively gotten up, and well illustrated, features some of the newer and more prominent articles in the Corbin line of builders' supplies.

Some of the firm's new lines of concealed transom, blind and casement window fittings are shown in this book for the first time. Other lines featured are: Corbin's concealed shutter work, blind awning fixture, concealed casement operators, mortise exit door locks, automatic exit fixtures, concealed transom lifters, etc. Copies of the new book will be mailed to dealers who are interested in these lines.

China and Earthenware.

Hood's Ltd., Birmingham, England, represented by Frank D. C. Richards, 70 Lombard St., Toronto, have issued list 136, illustrative and descriptive of their line of china, and earthenware. The catalogue consists of 74 pages, and copies will be mailed on request.

Travellers Elect Officers.

London, Ont.—The Ontario Travellers' Association completed the election of officers yesterday afternoon, when a very large poll was counted, with the result that H. W. Lind of this city, was elected first vice-president, and C. W. McGuire, second vice-president. H. P. Rennie was elected president at a previous meeting by acclamation, and with the other officers elected on nomination day was installed yesterday afternoon.

The Canada Nail & Wire Co.

The Canada Nail & Wire Co., capitalized at $200,000 with head office in St. John, N.B., has been incorporated for the purpose of carrying on the business of manufacturers and workers in iron, metal, wood, etc., and making wire nails, tacks, screws, bolts, etc. The incorporators are: W. A. Johnson, Wm. A. Coles, R. L. Johnson, G. R. Johnston, F. E. Marvin.

WINS CASH PRIZE.

Chamberlain Carter, formerly with Carter Bros., Picton, and now with the wholesale hardware house of Hibbard Spencer & Bartlett, Chicago, won a cash prize offered by the latter firm for giving some of the best suggestions on improving the service. As Mr. Carter is only 23 years of age, winning this prize speaks well for his ability as a hardwareman.

How Hardwaremen Advertised Christmas Goods

Elmira and Waterloo Firm Conduct Red-tag Sale—Fredericton, N.B., Firm Use Large Newspaper Space—Digby, N.S., Firm Use Novel Methods.

NOVEL BACKGROUND FOR WINDOW.

Dakin Bros., Digby, N.S., arranged a very attractive and novel background for their Christmas window display.

In explaining to Hardware and Metal how the display was arranged, Fritz Dakin, a member of the firm, states as follows:

We tried a change in our window backgrounds this year and it worked out splendidly. In one window we used beaver board, in which we cut half circles and turned the flaps down for shelves. The edges were trimmed with artificial smilax vine. Walnut moulding was used around the edges of the beaver boards.

The ceiling did not carry any goods, but was trimmed with smilax vine and poinsettas.

In our other window we used a lattice work back, trimmed with holly. Articles suitable for Christmas gifts were suspended from the crosspieces of the lattice work.

In the bottom of this window we used a set of revolving shelves, and we think they are one of the best drawing cards we have ever used.

Dakin Brothers also used considerable newspaper space, and some of their Christmas ads. reflect care and attention to detail on the part of the ad. writer.

* * *

CHRISTMAS CIRCULAR.

Cannon & Houghton, hardware merchants, Belmont, Man., issued a four-page folder, setting forth a list of Christmas suggestions which they offered from goods carried in stock.

The folder was attractively gotten-up and contained illustrations, descriptions and prices of many hardware lines suitable for Christmas gifts.

* * *

LITHOGRAPHED FOLDER.

The Prichard Hardware Co., 142 Dundas Street, Toronto, issued a very attractive folder. The front cover was lithographed in four colors, and the illustration represented Santa Claus entering the hardware store.

The goods listed and priced in the folder, appeared under the following headings; Father or big brother; Mother, wife or married sister; Youngsters.

The folders were distributed to all the residences within a certain number of blocks in the locality where the store is situated.

EXTENSIVE NEWSPAPER ADVERTISING.

Jas. S. Neill & Sons, Ltd., Fredericton, N.B., are among the firms who believe that hardwaremen should secure a large share of the Christmas trade.

They are big users of newspaper space, and one of their recent full-page newspaper announcements clearly demonstrates that the modern hardware store carries many lines of goods suitable for practical and attractive Christmas gifts.

The advertisement shows 30 illustrations of goods suitable for Christmas gifts. Descriptions of the goods are also given, and prices are quoted.

Considerable space is devoted to electrical appliances. The firm offer to allow any of the appliances to go out on three days' trial.

One of the introductory talks at the top of the advertisement runs as follows:

Most likely you've always looked upon a hardware store as the right and proper place to buy nails and hammers, snow shovels and stoves, but scarcely as a place for Christmas shopping. But look through this list, then pay a visit to our store, and you will learn that this hardware store at least affords unsurpassed opportunities for selecting appropriate Christmas gifts for all members of the family.

We want you to come in and look around—make yourself at home—ask prices of goods. Our staff will be only too glad to help you to make your selection.

* * *

AXES IN POLITICS.

A rather amusing incident has been noted in connection with the advertisement, in the Powassan News, of James Arthurs, M.P., hardware merchant, Powassan. The "North Star" of North Bay, in commenting on the advertisement, says: The Arthurs Co., of which Jas. Arthurs, M.P., is chief, are advertising in The News, the "Samson Axe," giving a cut of the implement, and some people are wondering if that is the "axe" our M.P. supplied the Government with which to decapitate Grit office holders. If so the Grits may buy one for the next turn.

RED TAG SALE.

M. Weichel & Son, Elmira and Waterloo, Ont., conduct an annual red tag Christmas sale. The sale commences three weeks before Christmas, and is advertised extensively.

All goods on sale are specially priced, and are ticketed with red tags.

Besides using space in the local papers, the firm issues a large red folder measuring 18 x 24 inches.

On this folder prices are given on several hundred items which are on sale.

All goods sold at red tag prices are sold for cash only. Special preparations are made in the store to handle the extra business created by the sale, and every effort is made to have all sale goods prominently displayed in the store.

The large folders issued by the firm are distinctive on account of the color used. A number of illustrations help to make the folder attractive in appearance.

THE EXECUTIVE'S TASK.

John Wanamaker says: "A good executive finds, develops and leans upon those who carry forward for him the increasing divisions of his single great work. He rises higher and accomplishes more in proportion to the number of such helpers, and of the contributing parts into which they enable him to divide his task.

"Is it not self-evident that ability and will to commit large responsibility to others, and to lean in frank confidence upon such others, must be the measure of success for any real leader? In no true sense is our work to be done for our own glory and advantage. It harmonizes with the great forces of life and deserves large success only in proportion as it promotes the good growth and welfare of mankind in the persons of its employes and the public it serves. And good growth and welfare of the individual come through bearing such responsibility as he is able."—System.

Deseronto, Ont.—The Standard Iron Co. will spend $50,000 on an extension to its plant if assured of a fixed assessment.



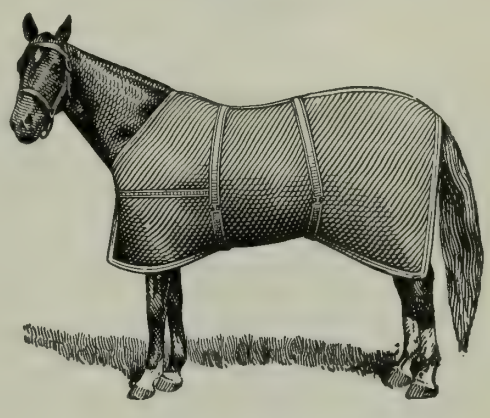
Protect Your Horse

From the wintry blasts, by providing a warm blanket, selected from our extensive assortment of high grade, reasonably priced blankets.

The Cost

The cost of outfitting your horse with a suitable blanket is very small, when you consider the protection afforded.

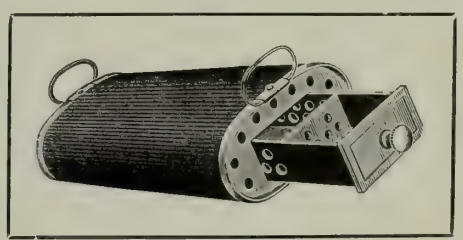
Blankets - - $1.00 to $5.00 each
Circingles - - - 25c to 50c each



The City Hardware Co.

Phone 136

A MESSAGE TO



The Autoist, Farmer, Physician, Mail Carrier, Liveryman, Undertaker, Stage Driver, and all others who drive vehicles during the cold weather.

"You can keep your feet warm, and enjoy driving during the coldest winter weather, if you use one of ——famous carriage heaters." We sell them at the following prices:

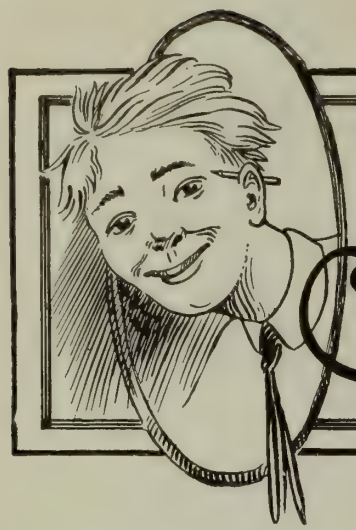
$3.00 $4.00 $5.00 $6.00 each



The City Hardware

Phone 136

Suggestions for seasonable advertisements.



THE JUNIOR CLERK'S PAGE

WHO MAKES THE DREAM COME TRUE.

By Berton Braley.

The drudge may fret and tinker—
  Labor with lusty blows,
Back of him stands the Thinker,
  The clear-eyed man who Knows.
Back of the motor's humming,
  Back of the belts that sing,
Back of the hammer's drumming,
  Back of the cranes that swing,
There is an eye that scans them,
  Watching through stress and strain.

There is a Mind that plans them—
  Back of the brawn, the Brain.
Might of the roaring boiler,
  Force of the engine's thrust,
Strength of the sweating toiler—
  Greatly in these we trust.
But behind them stands the Schemer,
  The Thinker, who drives things through—
Back of the Job—the Dreamer,
  Who makes the dream come true!

EEH-NIS-KIM CLUB.

The Eeh-nis-kim Club (a hardware organization) recently held a smoker-lecture in the Orange Hall, Kingston, Ont.

K. D. Rose, chief Ni-ka-gohe of the Huron Tribe of Eeh-nis-kim, showed over one hundred stereopticon views of Niagara Falls, Upper and Lower Rapids, the Gorge, etc., also views of the Carborundum factory, showing how the product of the electric furnace is made, and afterwards developed into oil stones, etc. Views of the Eeh-nis-kim camp on the Niagara River were also shown. This camp is where any hardware man who has joined the Eeh-nis-kim Club can spend his vacation in the summer.

Over twenty of the Braves were present, and enjoyed themselves very much.

This club was organized by the Carborundum Company of Niagara Falls, N.Y., for the purpose of making a friendly feeling among the employees of the different hardware stores, also for the promotion of Carborundum products.

DECEMBER 31.

Again the shadow moveth on the dial plate of time. May each nickel in your cash-box turn at midnight to a dime.

HOW TO PREVENT CHEAP BRASS GOODS FROM TARNISHING.

There is a large variety of cheap brass goods manufactured which will not warrant anything but the cheapest material being used on them. They are made of solid brass and of brass plated steel. When completed and assembled they are dipped, if of solid brass, or if brass plated, left in the bright brass as they come from the plating tank. In either case, the brass must be protected from the air, otherwise it would discolor in a short time and finally turn black.

Now the goods are so cheap that the use of regular lacquer on them would be out of the question, and as no finish is required and only a protection is necessary, the cheapest material for the purpose must be employed. It is customary in the metal trades which make these classes of goods to use a very weak shellac varnish for the purpose and it has been in use for many years. The following proportions are used:

Denatured alcohol ..... 1 gallon.
Flake shellac ..... 1 oz.

Dissolve the shellac in the alcohol and then strain it through cloth to remove the sticks and dirt in it and it will be ready for use.

The brass goods, after dipping and drying are immersed in the shellac and then dried. The goods should be warm when used. The heat of the drying over will, of course, expel the excess of alcohol and leave a film of shellac on the surface for the protection of the brass.

The drip on the goods will not bother one as the shellac is so weak that it will dry right off, although a slight spot will be left. The goods are so cheap, however, that a perfect surface is not expected and protection against tarnishing is all that is required.

By dissolving a greater or less amount of shellac in the alcohol a stronger or weaker material may be obtained, but it should be used weak in order to dry rapidly and give an invisible film on the surface of the brass.—Brass World.

A JUNIOR CLERK.

A promising young hardwareman has been found in the person of Roland Carter, son of W. J. Carter, of Carter Bros., hardware merchants, Picton, Ont. This young hardwareman is only ten years of age, but we have information to the effect that he has been assisting in the store for the past three Saturdays, and his sales have averaged from $12 to $14 each Saturday.

REMARKS OF THE JUNIOR CLERK.

Made any good resolves yet?

• • •

There is no need of guide posts on the road to ruin.

• • •

Success comes to him who hustles while he waits.

• • •

The man who does not keep his efficiency up to the top notch is breaking away from his moorings.

• • •

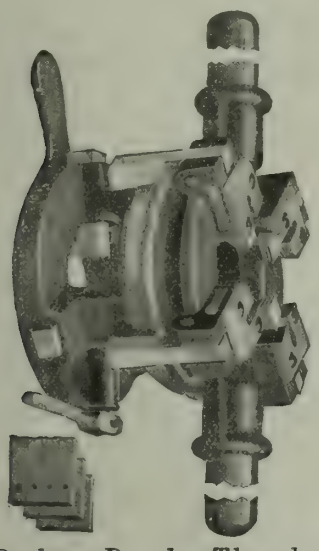
Motion and progress are not synonymous. A good example of the difference is shown by a child on a rocking horse. He makes a great many motions, but does not get anywhere.

New Goods Offered Canadian Hardwaremen

BECKER-RECEDING PIPE THREADER.

The most recent product of the Handy Manufacturing Co., the Becker-Receding pipe threader, is being placed on the Canadian market by Henderson & Richardson, Board of Trade building, Montreal.

The Becker-Receding pipe threader is claimed to be a new departure in cutting pipe threads, as it introduces the roller



Becker—Receder Threader.

bearing principle of overcoming friction in the threading of pipe.

This innovation is accomplished by the combination of the roller nose lever and the floating ring movement.

The narrow dies rest against the roller nose lever, and as the floating ring movement is drawn nearer to the top of the tool it permits the lever to roll backwards and the dies follow the roller so as to produce a perfect taper thread with a minimum of friction.

The dies are made of high-grade crucible steel for threading steel pipe.

The other wearing parts of the tool, the roller nose lever and the chuck jaws, are made of the same crucible steel ,and are hardened and drawn, as are the dies.

While the dies furnished with the pipe threader are of the narrow receding type, the heavy pulling at the start is partly eliminated by having two leading teeth in front of the full thread teeth. These first teeth will reduce the thickness of the pipe gradually, and it is claimed will make the tool easy leading on as well as light pulling at the finish of the thread.

The Becker self-locking universal chuck is furnished with this new pipe threader. This self-locking universal chuck will pass the coupling of the largest size which the tool will thread. Close threads and drip threads can be cut. The chuck is operated by pulling the lever over hard enough to engage the chuck jaws on the pipe. They are universal and self-locking. It will also thread ½ in. and ¾ in. pipe. When threading these sizes the leading screw is not used.

The entire body of the stock, both the work holder as well as the die holder, is made of the best grade of malleable iron; no cast iron is used in its construction.

The Becker-Receding pipe threader is offered to the trade for threading pipe from one to two inches. It also accommodates ½ in. and ¼ in. by omitting the leading screw. This gives this tool an extreme range from ½ to 2 inches.

SUPERIOR SAFE GARAGE HEATER.

The Superior Manufacturing Co., N. S. Pittsburgh, Pa., are offering to the Canadian trade the Superior Safe Garage Heater here illustrated.

The manufacturers claim that the heater is designed to provide a garage heater that is absolutely safe and reliable.

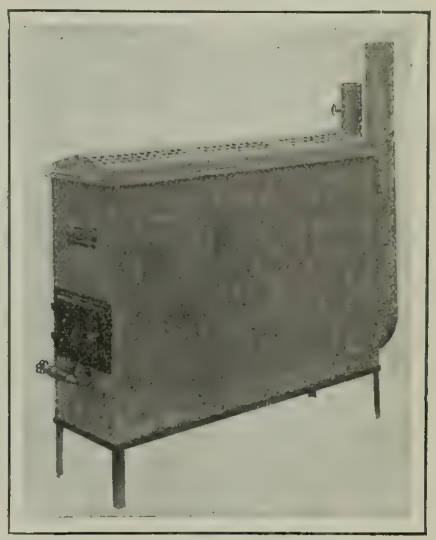
The ever present danger of explosion and fire due to the proximity of gasoline has prevented many persons from properly heating their garages, with the result that numerous excellent machines have been damaged or ruined by freezing.

The heater is a small furnace consisting of a combustion chamber and tubular radiator inside of heavy galvanized casing, the outside dimensions of same being: length 40 inches, height 33 inches, width 12 inches. It will thus be seen it is designed to occupy the least amount of space. The combustion chamber contains one of the Superior single piece cast iron burners, a basket of patent English artificial fuel and a small pilot light.

Perfect combustion takes place inside this chamber and every unit of heat is liberated ere the products of combustion escape by the exit pipe.

All the air consumed in the furnace is conveyed into the combustion chamber through an intake pipe from a safe place above or outside the building, thus insuring absolute safety from contact with explosive and inflammable gases generally found in garages.

It is claimed that no gases or air from the inside of the building can possibly enter the heater at any time. The heater is provided with a safety locking, gas proof door which need be opened but once during the cold season to light the pilot which uses so little gas as to not



Superior Safety Garage Heater.

deserve consideration. To obtain the heat desired it is only necessary to give the valve handle a turn. An adjustable spud is attached to the valve and this regulates the flame and gas pressure at all times so that there is no danger of over heating when left to burn over night.

No matches are needed after first lighting, hence the danger attending their use is removed.

A small circular window in the centre of the door enables you to see the condition of the fire inside at any time. The window is made of mica carefully protected with safety gauze wire.

The makers claim that the heater can be as easily installed as a common gas stove. It is supported by feet but may be set upon brackets at the option of the owner.

The makers also claim that the heater will prevent the freezing up of radiators, and other parts, and also causes mud, ice and snow to drop from the auto.

Current News of the Hardware Trade

New Firms.

Winnipeg, Man.— The Leon Morris Hardware Co. has started business.

Valpariso, Sask.—R. C. Wager is arranging to open a new hardware store.

Hamilton, Ont.—The Lord Hardware Co. have started business at 325 King St. East.

Edmonton, Alta. — The Enterprise Plumbing and Hardware Co. has started business.

Engelfeld, Sask. — R. M. Wacholtz, hardware dealer, has admitted J. Koep as partner.

Fire Losses.

Port Hope, Ont.—W. J. McClung, tinsmith, has suffered loss by fire.

Montreal, Que.—Douglass Bros., roofers and sheet metallers, have suffered a fire loss.

Business Changes.

Lethbridge, Alta. — The McEwan Hardware Co. are advertising to the effect that they are closing out their business.

Vancouver, B.C.—McTaggart & Moscrop are reported to be selling out their hardware business to Johnston & Salsbury, of North Vancouver.

Melville, Sask.—Messrs. E. and Goldie Smith have purchased a hardware business here and will run it in connection with an electric supply business.

Teeswater, Ont.—John Dick has disposed of his share of the John Dick & Son, hardware business to J. Spreeman, of New Hamburg. The firm will conduct business under the name of Spreeman & Dick.

Robbery in Wholesale House.

Burglars effected an entrance to H. S. Howland Sons & Co., wholesale hardware, Toronto, and departed with a quantity of cutlery, silverware, and a number of revolvers.

McClary Co. to Buy Steamer.

At the coming session of Parliament the McClary Manufacturing Company will ask for amendments to its act of incorporation to permit the expenditure of $150,000 for a steamer or other vessel and for the expenditure of a sum up to $400,000 in the purchase of lands and the building of dwellings for its workmen.

Companies Incorporated.

Among the Federal incorporations during the past week are: American Titanic Iron Co., capitalized at $1,000,000 and Oil Processes, Ltd., capitalized at $7,000,000.

British Columbia Items.

P. Cummings, of G. McBride & Co., has left on a trip to England.

The R. L. Brown Hardware Company, Vancouver, have put on a new auto delivery rig.

Paul Bennett, Nanaimo, is building an addition, 18 x 16 feet, to his store, larger quarters being necessary.

James & McClughan, New Westminster, have added an automobile delivery to their equipment.

C. B. Fearney's store at Collingwood East was burglarized. He lost a small assortment of razors and pocket knives.

Messrs. Wolfe & Pettman, formerly with McLennan, McFeely & Co., Vancouver, are now in business at Vulcan, Alberta.

McPhee & Morrison have sold their branch store at Courtenay, Vancouver Island, to Mr. Ball, who has been manager there.

John Drake, of Vancouver, who was killed by being struck by an automobile recently, was the father of Sam Drake, of the Drake Hardware Company, Victoria.

William A. Hauser, Port Alberni, has taken into partnership E. R. Paine, formerly with the Schwabacher Hardware Co., Seattle, the firm to be known as Hauser & Paine.

Mr. Crawford, who has been in charge of the builders' hardware department for T. J. Trapp & Co., New Westminster, has left for the new gold field in the north. He has seen service in the argimaut camps before.

Johnston & Salsbury have bought out the business of McTaggart & Moscrop, and will continue the store as a going concern. McTaggart & Moscrop have been in business in Vancouver for several years. Their successors are a North Vancouver hardware firm, Mr. Salsbury having been manager of the Bank of British North America across the inlet before getting into the trade.

A. C. Webster, who keeps a general store at Agassiz, came in for considerable fame since he frustrated the attempt of three men to hold up the bank of B. N. A. at that place. The men came along just as Mr. Webster was at the door, and when the demand was made for him to throw up his hands, he dashed inside and slammed the door in their faces. They fired several shots through the panels, but none did damage. Before they hurt anyone the alarm had been given. They were able to make their escape into the country back of the little town.

Personal.

George Garrett, hardware dealer, College Street, Toronto, is a candidate for alderman in Ward 5.

The friends of Frank D. C. Richards, Lombard Building, Toronto, are congratulating him on the arrival of a daughter.

The death occurred recently of Mrs. R. G. Edgecombe, wife of R. G. Edgecombe, of the Cowan Hardware Co., London, Ont.

Ernest Millar, hardware merchant of Briercrest, Sask., has been elected as an alderman in that town. Mr. Millar is a former resident of London, Ont.

Ralph Bell, who in the past, has devoted most of his attention to the retail end of the business, will in the future give special attention to the wholesale.

A. M. Bell, president of A. M. Bell & Co., Halifax, N.S., although still retaining his interest in the firm, is retiring from active service on the advice of his physician.

The many friends of the Hon. Frank Cochrane will be glad to know that he has returned from the South after a six weeks' absence. The minister's health is greatly improved.

Frank Bishop, senior partner of Messrs. Bishop & Son, hardware merchants, Brantford, Ont., was in Montreal last week, and called upon his old friend William H. Evans.

R. I. Scott, of the Scott Plumbing and Heating Co., Weyburn, and Assiniboia, Sask., was in Swift Current, Sask., recently, looking over the ground, prior to establishing a branch in the latter place next spring.

Archie Sullivan, representative of the Pease Foundry Co. at Moose Jaw, Sask., is spending his Christmas holiday at his home town, Picton, Ont. Archie is being welcomed by a host of friends, from both town and country, the latter being made during his clerkship at Carter Bros.' store.

Hardware men will be pleased to learn that J. Thurston Smith, secretary-treasurer of the firm of Lewis Brothers, Montreal, has been elected as director for a term of two years by the Dominion Commercial Travellers' Association which met in Montreal recently.

Harold Mabee, from the Latham hardware store, Moose Jaw, Sask., is visiting his home town, Picton, during the Christmas holidays. And Mr. Latham has kindly extended his leave of absence until February, so as to enable him to attend the Hardware Dealers' Convention at Ottawa.

Weekly Report on Market Conditions

Statements From Buying Centres on Prices and the Trend of Demand—Full Reports Dealing with Hardware, Metal and Stove Lines.

THE MARKETS AT A GLANCE.

With the Christmas rush over, the trade in general is starting the annual stock-taking. Travellers are all in, and will not go out until the first of the New Year. Retailers have been busy during the past week.

Jobbers received a large number of rush orders during the early part of the week. The orders, while not large, were principally for high-grade goods suitable for Christmas gifts.

The only price change reported during the week was on iron pipe, the changes being reductions on a few of the smaller sizes.

The metal markets are quiet, and buying is only for immediate needs. Stove manufacturers are also quiet, although retailers report a slight improvement in business.

Paint manufacturers are optimistic regarding the outlook for next year.

Hardware jobbers report that they have had a satisfactory year's business.

MONTREAL.

Montreal, Dec. 23rd, 1913.—This last week has been a dull one, apart from a few repeat orders for articles suitable as Christmas gifts. Retailers seem to be too busy attending to the wants of their customers to think of replenishing their stocks other than the above mentioned lines. A few orders of a sorting nature, but they have been limited, have been received, but as they were few they were almost unnoticeable. Wholesalers are still busy with the inventory, and this has taken up all their spare time caused by the present lull in orders.

Collections are not quite so good this week but this fact can be attributed chiefly to retailers being unable to spare the time to attend to payments as they seem to be too busy with Christmas trade to think of these things.

The market has been absolutely featureless, and no price changes have been registered.

In the metal market prices have fluctuated more or less in all lines. Spelter and iron have firmed up a bit since last week while all other lines have acted in the opposite direction and a price decline is noticeable in each instance.

Tin.—This market is quite dull with practically no business passing. London market is quite weak and a decline in price of £4|15. has taken place since last week. The prices quoted yesterday was £168.5. for immediate while £169.15. was asked for futures. The New York market is in much the same state and their price of $36.87½ for spots, and $37.15 for futures is the lowest in over two years. The local market is just as bad with practically no demand from buyers.

Spelter.—This market is quite firm and London prices show a slight advance over last week. Their price this week is 2s.6d. over last week, or £21.10. The New York market has also firmed up since last week, and the present price quoted is $5.02½ for spots. The local conditions are practically the same.

Lead.—Although the London and New York quotations are a trifle lower than last week reports from both centres are to the effect that the tone of each market is much steadier. London is quoting £17.15 or 5 shillings lower than last week. New York is also showing a decrease of 10 cents and $3.90 is the quotation. Locally conditions are a little steadier with prices unchanged.

Copper.—A dull two weeks is looked for by the trade and lower prices might still come. London is quoting £64.3.9 for immediate shipments while £64.12.6 is asked for futures. New York price is 12½ cents lower than last week, and the quotation is now 14.00. Locally there is no change in conditions.

Antimony. — No change has taken place since last week and it is not thought there will be any for some time to come.

Iron.—London market has firmed up since last week and the price quoted is showing an advance. The quotation this week is 50 shillings. New York and Chicago are also a little firmer. Locally conditions are unchanged, but this is not at all unusual, as the market is generally dull at this time of year.

In the stove and heating lines, business is just considered fair as the weather, which is still unusually mild, has curtailed trade to a great extent. No doubt a good cold snap will stimulate the market greatly.

TORONTO.

Toronto, Dec. 24.—Toronto retailers have been very busy this week. There has been a big rush for Christmas goods. Toronto yesterday experienced the first heavy snowfall here this season, and during the last two days there has been a heavy demand for hand sleighs, snow shovels and other lines.

Owing to the continued mild weather, the demand for skates, sleighs and other winter lines has been very light, and sales of these lines appear to be lighter than last year.

Toronto hardware jobbers have, during the past few days, been receiving the usual large number of last minute rush orders, and shipping departments are taxed to their utmost capacity.

Express companies are also rushed, and many extra hands have been taken on for the Christmas rush.

Travellers are all in, and will not go out until the first of the year. Quite a large number of travellers will assist their respective firms in taking the annual inventory next week.

Jobbers report that they have had a very satisfactory year, and are optimistic regarding prospects for next year's business.

Change in Pipe Quotations.

Quotations on some lines of iron pipe have been changed, and the latest prices are shown in the accompanying panel. The price changes have been in the nature of a decline, and only affect a few sizes.

Metals.

With Christmas close at hand business in the metal markets is quiet, and it is expected that this condition will prevail for the next week or two.

The business passing is of a hand-to-mouth variety. Considerable attention has recently been devoted to collections, with the result that quite an improvement has been noted.

A good feeling exists in the metal markets, and dealers expect a good volume of trade next year. Caution will be observed by buyers for some time, and buying only for immediate needs will in all probability be the rule.

No price changes have been reported during the week, and the ruling quotations are as follows:—

Tin	41½c to 42½c lb.
Copper	16c to 16¼c lb.
Lead	$5.40 to $5.65 per 100 lbs.
Spelter	$5.40 to $5.65 per 100 lbs.

Half-and-half Solder.. 25c to 25½c lb.
Wiping Solder ..... 24c lb.

Rope Twine, Etc.

There is a fair demand for hemp twines. The demand for rope is quiet at present, but this condition usually exists at this time of the year. Toronto quotations on rope are:

Pure Manila rope..... 16c base.
African hemp rope..... 12c base.
British Manila rope..... 12c base.
Sisal rope ..... 11c base.
Lath yarn, single ..... 10¼ base.
Lath yarn, double..... 10¾ base.

Nails, Wire, Etc.

Nails are quoted at 2.25 base. Poultry netting for spring delivery remains at 50-10 per cent. discount. Net prices are quoted on small sizes of poultry netting in current market quotations.

Screen wire for spring delivery is quoted at $1.50 per 100 sq. ft. in 100 ft. rolls, and $1.55 per 100 sq. ft. in 50 ft. rolls.

Stoves.

Trade in stoves and heaters is quiet as far as manufacturers are concerned. Retailers report an improvement during the past few days.

Some retailers report that sales to date are behind those of the corresponding period last year. Other dealers report an increase this year over last. All agree that there will still be a fair demand for stoves when a real cold snap arrives.

The weather so far has been against the dealers. If cold weather had set in early in the season the chances are that this would have been a bumper stove season.

Winter Goods.

The recent snowfalls have stimulated business in winter goods, and during the past two days there has been a noticeable increase in the demand for such lines as snow shovels, sleighs, furnace scoops, weather strip and other cold weather goods.

Christmas Goods.

There has been a rush of business during the past few days, on account of many people putting off purchasing until the last week before Christmas.

Electrical goods, cutlery, silverware, brass goods and many lines of household utensils and appliances have been moving freely.

WINNIPEG.

Winnipeg, Dec. 23.—Hardware in its various lines and affiliations is quiet. Christmas trade is a thing of the past and until the new year commences there will be little doing in any line.

There has been no cold snap of importance to put life into the stove trade and winter sporting goods also need the stimulus of zero temperatures.

The outlook for spring business is generally considered as favorable. Retail merchants throughout the country are placing some good orders.

The financial situation is easier, collections fair and considerable grain yet moving.

Prices are for the present steady.

LATEST QUOTATIONS ON IRON PIPE.

	Black	Galvanized
¼ inch	$2.16	$3.06
⅜ "	2.16	3.06
½ "	2.64	3.57
¾ "	3.05	4.20
1 "	4.51	6.21
1¼ "	6.10	8.40
1½ "	7.29	10.04
2 "	9.81	13.51
2½ "	15.80	21.65
3 "	20.66	28.31
3½ "	24.84	34.04
4 "	29.43	40.33

HARDWARE LETTER BOX



Stahl Grease Cups.

Wells & Emmerson, Port Arthur, Ont.—"Could you advise us what firm manufactures the Stahl grease cup?"

Stahl & Salter Lubricator Co., Minneapolis, Minn.—Ed.

Cast Hollowware.

Emerson & Fisher, Ltd., St. John, N.B.—"Will you please give us names of concerns in Ontario handling or manufacturing cast hollowware."

McClary's, London; Thos. Davidson Co., Toronto; Sheet Metal Products Co., Toronto; Jas. Smart Mfg. Co., Brockville, Ont.; F. D. C. Richards, 70 Lombard Street, Toronto; Geo. A. Marshall, 70 Lombard Street, Toronto; Rau Voss & Co., 160 Bay Street, Toronto.—Ed.

Steel Tanks.

J. Opperthauser & Sons, Stony Plain, Alta.—"Please advise where we could procure 40 or 50 gallon heavy steel tanks or drums."

W. D. Beath & Son, 20 Cooper Ave., Toronto; Imperial Oil Co., Toronto, Winnipeg; National Equipment Co., Toronto; McClary Mfg. Co., London; Thos. Davidson Co., Montreal.—Ed.

Stone Churns.

Albany W. Moore, St. Catharines, Ont.—"Kindly give us the name of manufacturers of revolving stone churns."

Eureka Planter Co., Woodstock, Ont.; Belleville Pottery Co., Belleville, Ont.; Enterprise Enamel Co., Bellaire, O.; New England Enamel Co., Middletown, Conn.—Ed.

Birmingham Small Arms.

M. Tadman, Moose Jaw, Sask.—"Can you advise us what firm represents the Birmingham Small Arms Co. in Canada?"

They have no Canadian representatives that we are aware of.—Ed.

Iron Stair Plates.

D. Mistele, Rodney, Ont.—"Please advise us through Hardware and Metal who makes iron stair plates."

Jas. Smart Mfg. Co., Brockville, Ont.; Safety Tread Co., Lowell, Mass.—Ed.

Revolving Ventilators.

Geo. A. Elliott, Jr., Brantford, Ont.—"Will you please put me in touch with manufacturers of revolving ventilators, and ask them to forward catalogs and prices?"

A. B. Ormsby Co., Ltd., Toronto; Jno. T. Wilson Co., Queen St. W., Toronto; Geo. D. Pearson, Montreal, Que.; Wheeler & Bain, Toronto.—Editor.

DECEMBER DISH PAINT SALAD.

The December Dish of Paint Salad issued by The Martin Senour Co. has an especially attractive front cover design in which the Christmas spirit is well illustrated.

The number also contains a list of the winners in the recent window display, and sales talk contests, conducted by the Martin Senour Company.

On the inside front cover page is a greeting from Spic and Span as follows:

We hope old Nineteen Thirteen
Has been mighty good to you.
We hope your plans for business
Have every one come true.
We hope your future prospects
Grow brighter every day,
So take our best good wishes
"For Christmas and for aye.

Brandram-Henderson's Travelers Get Together

Annual Convention of Salesmen Held in Queen's Hotel, Toronto —Instructive Talks Featured the Conferences—Annual Dinner a Well Organized Event.

THE Annual Convention of officers, branch managers and salesmen, of Brandram-Henderson, was held last week, at the Queen's Hotel, Toronto, and it was a highly successful gathering, from the opening meeting, right through to the splendid dinner which brought the Convention to a close on Friday night.

The more serious business of the staff conferences, paved the way for a thorough enjoyment of the relaxation provided by Friday evening's dinner. The fun was fast and furious, and time slipped by so pleasantly, that everyone was amazed when the toastmaster, at the close, announced that it was after one o'clock.

The menu recalled the various trade names of Brandram-Henderson, and a novice might have been terror-stricken at the Red Oxide Apple Jelly, Plumbago Pudding and Wood Alcohol Sauce. But there was nothing injurious to the most delicate digestion—not even the "ice cream a la Paris green"—a deadly looking concoction, which was served in the regulation ¼ pound packages, with the word "Poison" conspicuously displayed.

History of the Firm.

When every appetite had been more than satisfied, the President, Joseph R. Henderson, proposed The Loyal Toast, and, when this had been heartily drunk, E. W. Charlton, dean of B-H salesmen, in a happy speech, proposed the health of the President.

Mr. Henderson's popularity with his staff was attested by the very warm reception that was given him, and the rapt attention with which his hearers followed the brief history of the firm, which he outlined in his address.

The speaker's first connection with the paint trade dated back to 1871 when he joined the staff of the Dolphin Mfg. Co. From there he went with a St. Catharines firm, who had a plant at Five Islands because of the important barytes deposits there. Eventually, he, together with Mr. Potts, took over the Five Islands plant, and, because it was 27 miles from a railway, moved it to Halifax.

The firm Henderson & Potts began to develop a good business, but found that they were troubled by the competition of Brandram Bros., an English firm, whose white lead was regarded very highly. It was an important step in the history of the business, when Mr. Henderson secured the Canadian agency for this line. Later on, in 1905, owing to a change in tariff, by which the duty on dry white lead was advanced from 5 per cent. to 20 per cent., an arrangement was arrived at, whereby the firm of Henderson & Potts because Brandram-Henderson, and the present splendid plant was erected in Montreal, where every process in the manufacture of paint is carried on from the corroding of white lead, up to the finished product.

Mr. Henderson referred to the presence, as guests, of Col. J. B. MacLean, publisher of Hardware and Metal, and I. C. Stewart, publisher of The Maritime Merchant.

Nineteen years ago Col. MacLean had called on him, in Halifax, and convinced him that he should advertise "English" paints in Hardware and Metal. "And," said Mr. Henderson, "The advertisement has been running ever since."

"The Branch Managers" was proposed by Ralph Blakeney, and responded to by A. W. Poole, manager of Toronto Branch, and J. H. Cleveland, manager of Winnipeg Branch.

"The Press" was proposed by George Henderson, manager of Maritime Branches, who also has charge of the firm's advertising. He referred to the fact that every progressive manufacturer of the present day, found it necessary to advertise, not only to the ultimate consumer, but also to the dealer, so as to ensure stocks being available to the consumer. To do this it was necessary to advertise in the trade paper.

Col. MacLean, in responding, gave it as his opinion that business conditions would not likely return to normal for some months. This, however, would not work a hardship on well-established firms with a quality product, backed up by effective advertising. He therefore thought that Brandram - Henderson should really benefit, by a temporary depression such as Canada, and the world, is undergoing.

Col. MacLean spoke at length upon the silent partnership which exists between salesmen and the trade press,



Brandram-Henderson Travellers in Convention.

pointing out how the salesmen could secure greatest benefit from the trade paper advertising of the firm.

I. C. Stewart created laughter by telling about going up to the composing room to compose his thoughts on the subject that he was to talk about. He gave some very practical ideas on the value of advertising, and paid a high tribute to the manner in which this department of the Brandram-Henderson business was being conducted by George Henderson.

Other speakers to this toast were: D. O. McKinnon, Canadian Hardware, Stove and Paint Journal; J. G. Lorriman, Hardware and Metal; and the representative of Painter and Decorator.

The last toast "Our Traveling Representatives," was proposed by G. M. Edwards, manager of the Montread end of the business, and was responded to in turn, by the various representatives. R. B. Cotton created a mild sensation by responding on his part, with an original poem, composed for the occasion, which ran as follows:

Mr. Chairman, Gentlemen All
It's quite unexpected, this sudden call.
As you've given me chance of a word
I'll not keep you long
And I'll try and be heard
We're gathered around this festive table

In our Annual Convention
To tell what we're able
About selling B-H Paint—best on the market

Second to none—be sure you mark it
The formula is on every can.
Seen and read by woman and man
Put there with the best intent
By our most worthy President—
J. R. Henderson—the man behind
A better would be hard to find.
He started this business in the most humble way

Been at it long and is here to stay
His fine son, George at the Halifax end
Who makes Everlastic and goods of that trend,
B-H White Enamel and Shingle Stain too.
And writes advertising—he has lots to do.
G. M. Edwards, our genial G.M.
Has hands full looking after his men
At the Montreal plant at Mile End Station
Where goods are shipped all over the nation.
He is helped out by Cleveland, of underwear fame

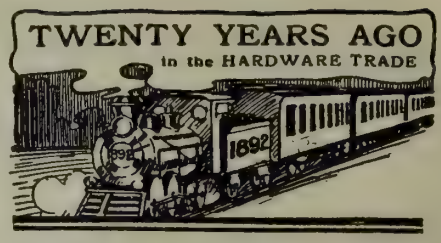
Who goes to Winnipeg to keep up the name.

If he goes in the future, like in the past
He's sure to sell goods, and sell 'em fast.
H. R. Charlton, star of the force.
In Montreal he's supposed to live
But he's always out of course,
In Old Quebec we'll find him at Chateau Frontenac
It's no wonder then he never does come back
To knock around with Freddie Markham
Sitting over there we know he is some kidder
And fellows, he can swear.
S. W. Smith of Halifax traveled on a train
With goods made in Canada
Out West thro the grain.
Toronto Branch has some live ones too,
We're young as yet and just a few,
But we're going some watch our smoke,
You need'nt laugh, it's not a joke.
A. W. Poole our manager here
Been with us now over three years
Has got a boost—we wish him luck,
May he ever progress and never give up.
E. F. Lowe, his successor, fresh from his ocean trip
Feeling fit as a fiddle, work won't worry him a bit.
We've Shuttleworth, Gillespie, Penfound, and Syme
And others if we had the time
To tell you about them
I trust they will not be vexed
For leaving their names out of this text.

The evening's growing on a pace
There's better things in store
From silvery tongued orators
Who perhaps will please you more
Before I sit down I'd like to say here
May this be our best and biggest New Year.

During the evening, the travelers connected with the Toronto branch, presented their manager, A. W. Poole with a very handsome token of their regard, on the occasion of his promotion to be sales manager, at Montreal.

The B-H representatives present at the Convention were: Joseph R. Henderson, Pres. and Gen. Man., Montreal; George Henderson, Dir. and Man. Maritime Bchs., Halifax; George M. Edwards, Manager, Montreal; A. W. Poole, Sales Manager, Montreal; E. F. Lowe, Manager, Toronto; J. H. Cleveland, Manager, Winnipeg; S. W. Smith, Halifax; W. A. Church, St. John, N.B.; R. C. Blakeney, Halifax; F. R. Turner, Halifax; E. W. Charlton, Montreal; Nap. Paradis, Montreal; Fred A. Markum, Montreal; W. H. Smart, Newboro; S. H. Lewis, Smiths' Falls; W. B. Gillespie, London, Ont.; H. B. Shuttleworth, Hamilton; J. E. Penfound, Toronto; R. B. Cotton, Toronto; E. J. Syme, Toronto; A. F. Benford, Toronto; G. M. Scott, Winnipeg.



The following items are taken from the issue of Hardware and Metal of December 23, 1893:

"Gillian McLean, hardware merchant, London, has leased the premises, 121 Dundas Street, one block west of his present store, which he takes possession of on January 1."

Editor's Note.—Mr. McLean remained in business in London until a few years ago, in the meantime having moved his store to Talbot Street. He sold out to Odell & Bennett, now Odell & Mitchell, and moved to Toronto where he bought out the Wainwright hardware store on Roncesvalles Ave. After conducting this store for several years with success, Mr. McLean sold out to Mr. Wall.

* * *

"The salesmen of the Canada Paint Co., in convention at Montreal, have been engaged all week with reports of the season's work and arrangements for the new year. The meeting was concluded by a social dinner party on Friday evening, which came as a pleasant relaxation after a hard week's work. Mr. Munro, managing-director, presided and was supported by managers of the company's branches at Toronto and Victoria. The meeting was most enthusiastic, and acknowledgments for the success of the evening's arrangements were made to the members of the committee. Lieut. Peuchen and Messrs. Evans and Cylling."

* * *

"To a representative of Hardware, Mr. Weichel, hardware merchant, of Elmira, Ont., said that business was comparatively good, but, like nearly everybody else, had to complain of the unsatisfactory character of payments. Mr. Weichel is a regular reader of Hardware, and feels that he would be out of pocket if he neglected to take it."

Editor's Note.—Mr. Weichel still conducts business with his sons in Elmira and Waterloo. And he still reads Hardware and Metal.

* * *

"'Stove trade is about done for this season,' said J. Ivory, Queen Street. 'We now have to pay more attention to other lines.'"

Editor's Note.—J. Ivory is still in business on Queen Street in Toronto.

They Sell Themselves



GOOD CURLERS KNOW THEM

Here you have the reason why every dealer handling these stones is making money on this line. Good curlers throughout the country use them, and their popularity with the winning rinks has given them a name well known to younger curlers playing the game for the first time.

Mac's Special Stones

Will not only prove to be profit-makers for your business but they will popularize your store with the curling fraternity of your town. Curlers will naturally judge the balance of your stock by the standard you set in stocking the best curling stones on the market.

If your stock is not complete write us to-day.

The Winnipeg Paint and Glass Company, Limited

CALGARY PAINT AND GLASS COMPANY, Ltd.
Calgary

"Everything for a Building"
WINNIPEG

EDMONTON PAINT AND GLASS COMPANY, Ltd.
Edmonton

BERRY BROTHERS' CELEBRATED VARNISHES WALKERVILLE, ONT.

The reputation and standing of Berry Brothers' Varnishes is the result of fifty-six years' honest manufacturing and aggressive publicity.

Wherever varnishes are used or sold, the name Berry Brothers stands for sterling quality and worth.

Dealers who handle Berry Brothers' Varnishes are getting the benefits of our national advertising of these four well known products:

Liquid Granite.—A floor varnish whose name suggests its wonderful durability.

Luxeberry Wood Finish.—For the finest rubbed (dull) or polished finish on interior woodwork.

Luxeberry White Enamel.—Unequalled for white interior finishing. A white enamel that stays white.

Luxeberry Spar.—(It's waterproof)—widely employed for all kinds of outdoor finishing, exposed to the weather. Will not turn white or check.

World's Largest Varnish Makers

BERRY BROTHERS

INCORPORATED

WALKERVILLE, ONTARIO

Established 1858

Weekly Market Report---Paints

MONTREAL.

Montreal, Dec. 23, 1913.—There is just a seasonable demand in evidence for paints and oils at present. At the time of writing most orders being received are confined principally to immediate requirements, but these are limited. Orders for future shipments are scarce at the present time, and it is not likely they will pick up much before the travellers get back on the road again. All prices remain unchanged from last week.

White Lead.

The demand is much the same for white lead as it has been for some weeks back. Prices do not show any change.

The demand is seasonable, with a fair amount of business passing. Prices in effect locally are as follows:

Dry White ..... 6¾ cents.
Lead in Oil—
5 ton lots $7.75
1 ton lots 8.05
Less than 1 ton..... 8,25

Linseed Oil.

There is not any great demand at present, and quotations made to-day seem to be good for some time to come, as dealers as a rule do not look for much change.

Raw Oil—
1 to 4 barrels ..... 57c per gal.
5 to 9 barrels ..... 56c per gal.
10 to 25 barrels..... 55c per gal.
Boiled Oil—
1 to 4 barrels ..... 60c per gal.
5 to 9 barrels ..... 59c per gal.
10 to 25 barrels..... 58c per gal.
With open prices for carload lots.

Prepared Paints.

The demand for immediate shipments is not overly heavy, while futures are very quiet at present.

Glass.

There is absolutely no change in this market, and prices quoted last week are still ruling.

Putty.

No change has taken place in this market, and the same prices rule, with a seasonable demand in evidence.

Putty quotations as follows:
Bulk, in casks ....$2.30 per 100 pounds.
Bulk, in drums.... 2.50 per 100 pounds.
Bladders, in barrels 2.80 per 100 pounds.
With the usual advance of 70 cents per 100 pounds for pure putty.

Turpentine and Benzine.

The demand for turpentine, benzine, gasoline and coal oil is quite seasonable, but apart from that the market is featureless.

TORONTO.

Toronto, Dec. 24.—This week has been a quiet one with the paint trade. Travellers are in for the Christmas holidays, and will not go out until the first of the year.

A number of firms are busily engaged with stocktaking. The past year has been a very fair one for paint manufacturers and retailers, and the trade in general are optimistic regarding the outlook for next year.

Retailers will soon be engaged in taking the annual inventory, after which they will place paint orders for spring delivery. A number of orders have already been booked.

The manager of one firm manufacturing only varnishes, stains, etc., stated to a representative of Hardware and Metal that the demand for interior varnishes is keeping up exceptionally well.

No price changes have occurred during the past week.

Linseed Oil.

Quotations on raw and boiled linseed remain unchanged, and Toronto prices are as follows:

Raw Linseed Oil—
1 to 2 barrels..... 59c per gal.
3 to 5 barrels..... 58c " "
6 to 9 barrels..... 57c " "
Boiled Linseed Oil—
1 to 2 barrels..... 62c per gal.
3 to 5 barrels..... 61c " "
6 to 9 barrels..... 60c " "
10 barrels..... Open

Oil for less than 1 barrel 7 cents per gallon additional, with the usual charge for cans.

White Lead.

The lead market is quiet at present, although a few orders are being booked for spring delivery. Orders at present prices are being booked for delivery up to May 15 at the following prices:

5 ton lots.....$7.90 per 100 lbs.
1 ton lots..... 8.20 per 100 lbs.
Less than ton lots 8.40 per 100 lbs.

Turpentine.

The market is unchanged and the demand is normal for this season of the year.

Toronto dealers quote turpentine: Pure turpentine at 66 cents per gallon, in single barrel lots, and 65 cents per gallon in 2 to 4 barrel lots. Five gallon lots are offered at 73 cents per gallon.

Glass and Putty.

Quotations remain unchanged, and glass is quoted at 15 per cent. discount. Standard putty is quoted as follows:
Bulk, in casks.....$2.40 per 100 lbs.
Bulk, in 100 lb. drums 2.60 per 100 lbs.
Bladders, in barrels.. 2.90 per 100 lbs.
Pure putty, 70c per 100 lbs. advance.

Gasoline, Coal Oil, Etc.

The demand for coal oil continues steady at the following prices:—Canadian prime white petroleum, 15½ cents per gallon; Royalite, 16 cents per gallon; Palacine, 18 cents per gallon.

Gasoline in single barrels 24 cents per gallon. Benzine, 23 cents per gallon.

CONVENTION OF MARTIN-SENOUR SALESMEN.

The annual convention of the Martin-Senour Company, Limited, paint and varnish makers, was held at the Place Viger Hotel, Montreal, Dec. 15th to Dec. 20th inclusive.

The slogan of the convention was "Service First," and every manner and means of improving the service from the firm and the salesmen to the dealer, was thoroughly discussed, and many new forms of dealers' aids have been adopted for 1914.

Mr. A. Moulton, of Halifax, carried off the big prize money on varnish sales, while Mr. Tasse drew second money. A. T. Black, covering Eastern Ontario, won the prize money for the greatest number of new agents, while J. Brault, one of the Quebec salesmen, ran a close second.

The banquet held at the "Canada Club" was a huge success. The "Spic and Span" place cards were of unique design, with a miniature paint brush attached to one corner by a ribbon, while the menu was on the order of painting directions (mostly interior). Miniature gallon cans were used as match and cigar holders, and a genuine "paint salad," weighing 80 lbs., served with bright red dressing, by a chef in uniform, was the big dish of the evening.

J. A Naud made a most entertaining toast-master, while speeches from the general manager, Mr. Gerke, and many of the silvery-tongued salesmen completed a very enjoyable ending to the convention.

Sydney, C.B.—The Dominion Iron & Steel Co. is preparing to instal a new heating furnace in their rolling mill with a view to developing an output of soft steel in addition to the many other products manufactured at the works.

Calgary, Alta.—Pilkington Bros., glass manufacturers, are contemplating the erection of a plant in this city.



How Much Will It Cost?

ALWAYS remember that no paint yet made will last forever. Paint is made for time, not for eternity; hence in choosing paint for your Trade, it is only a question of choosing the one that will endure longest.

B-H "ENGLISH" PAINT

the white base of which is 70% B.B. Genuine White Lead and 30% Pure White Oxide of Zinc, is primarily an endurance paint; made to stand the stress of atmospheric changes—the sudden shifts from wet to dry and heat to cold—and the materials and method of its manufacture enable it to do this much better than the average paint, hence a job done with B-H "English" Paint has greater permanence than you get with ordinary paints.

Experience—the test of time—is causing this fact to be more generally acknowledged every day, from which it naturally follows that "English" Paint is the most certain foundation on which to build up a lasting trade.

Dealers should keep this fact in mind, sending to us for a booklet giving full details.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for large quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METAL AND METAL PRODUCTS

Aluminum, 23c lb.

ANTIMONY.

Cookson's or Hallett's, per lb. $9.75 10 50

BABBITT METAL.

Canada Metal Company—Imperial, genuine, Imperial tough, White Brass, Metallic, Special, Harris heavy pressure, Hercules, White bronze, Star frictionless, Alluminoid, Mogul, No. 3, No. 4, from 6c to 60c lb.

Tallman Brass & Metal Co.—Arctic Metal—XXX Genuine, 55c; Superior, 50c; A Special, 38c; Hoo Hoo, 28c; "A," 23c; "B," 20c; "C," 18c; "D," 15c; No. 1, 13c; No. 2, 10c; No. 3, 8c.

Magnolia Metal Co.—Magnolia, 25c; Defender, 20c; Mystic, 17c; Kosmic, 15c, "Alonzo W. Spooner, Ltd."

Spooner's Copperine, Tough, Hard, Finest, No. 1 and 2.

Nicoluminam Grades, No. 1, 2, 3.

Babbitt Metal Grades, No. 1, 2, 3. Prices, 6c—60c lb.

Hoyt Metal Co.—Nickel Genuine, Genuine "A," Genuine "AA," Faultless "A," Reliance "AA," Frost King, C.B., No. 1, No. 2, No. 3, No. 4, from 6 to 60c lb.

BOILER PLATES AND TUBES.

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lbs.	2 40	2 50
Heads, per 100 lbs.	2 65	2 75
Tank plates, 3-16 inch	2 70	2 80
Boiler tubes, 100 ft. 1½ in.	10 45	9 75
" " 2 in.	9 60	8 70
" " 2½ in.	12 25	11 00
" " 3 in.	13 30	12 70
" " 3¾ in.	15 55	15 80
" " 4 in.	19 80	19 00

BRASS.

Springs sheets, up to 20 gauge..... 0 26
Rods, base ½ to 1 inch, round.... 0 22
Tubing, seamless base, per lb..... 0 25
Tubing, iron pipe size, 1 in. base 0 25
Copper tubing, 4 cents extra.

BRASS GOODS. VALVES, ETC.

Ground work, 55 per cent.
Standard Compression work, 60 p.c.
High grade compression work, 50 p.c.
Cushion work, 55 per cent.
Fuller work, 65, 5 p.c.; No. 0, 70, 10 p.c., and 1 and 2 basin cocks, 65, 5 p.c.
Flatway stop and stop and waste cocks, 60, 10 p.c.; roundway, 60 and 5 p.c.
J.M.T. Globe, Angle and Check Valves, 50 p.c.; Standard, 60 p.c.
J.M.T. Radiator Valves, 55 p.c.; Standard, 60; patent pick-opening valves, 70 and 60 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER.

	Montreal	Toronto
	Per 100 lbs.	
Casting ingot	16 75	16 25
Cut lengths, round bars, ½ to 2 in.		27 50
Plain sheets, 14 oz., 14 x 48 inches, 14 x 60 inches		29 50
Copper sheet, tinned, 14 x 60, 14 oz.		30 50
Copper sheet, planished, 14 x 60, base		37 50
Braziers', in sheets, 6 x 4		29 50

COPPER AND BRASS WIRE.

Brass, 45 and 2½ p.c.; copper, 45 p.c.

IRON AND STEEL.

In car lots.	Montreal	Toronto
Canadian Foundry, No. 1	21 00	21 00
Canadian Foundry, No. 2	20 50	19 50
Summeries, No. 2 pig iron	22 50	24 50
Carron, soft	23 75	....
Cleveland, No. 1	22 00	25 00
Clarence, No. 3	21 50	24 50
Jarrow	....	25 50
Glengarnock	....	26 00
Radnor, charcoal iron	31 00	34 50
Ayresome, No. 3	....	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lbs.	2 15	2 05
Forged iron, per 100 lbs.	2 30	2 35
Refined iron, per 100 lbs.	2 40	2 40
Horseshoe iron, per 100 lb.	2 40	2 40
Mild steel	2 25	2 20
Sleigh shoe steel	2 25	2 25
Domestic	2 30	2 25
Iron finish steel (foreign)	2 50	2 50
Reeled machinery steel	2 75	3 00
Tire steel	2 35	....
Sheet cast steel	0 15	0 15
Toe calk steel	3 10	3 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel	0 06	0 08
Corona tool steel	0 06½	....
Silver tol steel	0 12½	....

Cold Rolled Shafting.

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 inch	....	0 05½
1 7-16 to 3 inch	....	0 65

Montreal, 35, and Toronto, 30.

BLACK SHEETS.

	Montreal	Toronto
10 gauge	2 70	2 70
12 gauge	2 75	2 75
14 gauge	2 60	2 55
16 gauge	2 50	2 65
18 gauge	2 50	2 65
20 gauge	2 60	2 65
22 gauge	2 65	2 75
24 gauge	2 65	2 75
26 gauge	2 75	2 85
28 gauge	2 85	3 00

CANADA PLATES.

	Crown	Ordinary
Ordinary, 52 sheets	2 75	2 85
All bright, 52 sheets	3 90	4 00
Galvanized—Apollo D.		
18x24x52	4 45	4 75
60	4 70	5 00
20x28x30	8 90	9 50
20x28x80	9 40	10 00

GALVANIZED SHEETS.

(CORRUGATED)

22 gauge, per square	6 75
24 gauge, per square	5 50
26 gauge, per square	4 25
28 gauge, per square	4 00

Less 10 per cent.

GALVANIZED SHEETS.

B.W. gauge.	Queen's Head.	Fleur-de-Lis.	Gorbals Best	Gorbals Rest
16-20	3 95	3 75		3 75
22-24	4 15	3 95		3 90
26	4 40	4 20		4 15
28	4 65	4 45		4 40

Colborne Crown—18-20 gauge, $3.90; 22-24 gauge, $3.95; 26 gauge, $4.20; 28 gauge, $4.45.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 75	3 70
26 gauge, American	3 95	3 90
28 gauge (26 English)	4 30	4 20
10¾ oz., equal to 28 English	4 50	4 40

IRON PIPE.

STANDARD WROUGHT LAPWELD PIPE.

Size.	Black.	Galvanized
2 inch	11 29	14 99
2½ inch	16 38	22 23
3 inch	21 42	29 07
3½ inch	25 76	34 96
4 inch	30 52	41 42
4½ inch	34 29	46 99
5 inch	39 96	54 76
6 inch	51 84	71 04
7 inch	77 35	103 50
8 inch	93 60	125 30
10 inch	133 90	179 20
9 inch	117 30	158 70
12 inch	172 40	233 20

Size.	Black	Galvanized
¼ inch	2 16	3 06
⅜ inch	2 16	3 06
½ inch	2 64	3 57
¾ inch	3 05	4 20
1 inch	4 51	6 21
1¼ inch	6 10	8 40
1½ inch	7 29	10 04
2 inch	9 81	13 51
2½ inch	15 80	21 65
3 inch	20 66	28 31
3½ inch	24 84	34 04
4 inch	29 43	40 33

The above prices are for Standard Wrought Buttweld Pipes.

IRON PIPE FITTINGS.

Canadian malleable, 40 per cent.; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65, malleable bushings, 65; nipples, 77½; malleable lipped unions, 65; plugs, 60 and 10 p.c.

SOIL PIPE AND FITTINGS.

Medium and extra heavy pipe up to 6 inch, 60 & 5 p.c., 7 and 8 in. pipe, 45 p.c.
Medium and extra heavy fittings, 70 p.c.
Light pipe, 60.

RANGE BOILERS.

30-gallon, Standard, $5.00; extra heavy, $6.50.

KITCHEN SINKS.

Cast iron, 16x24, $1; 18x30, $1.40; 18x36, $1.95.
Flat rim enameled sinks, 16x24, $2.45; 18x30, $3.00; 18x36, $3.90.

HEATING APPARATUS.

Hot Water Boilers—45 and 15 p.c.
Hot Water Radiators—42 and 15 p.c.
Steam Radiators—44 and 15 p.c.
Wall Radiators—37 and 15 p.c.
Specials—25 p.c.

OLD MATERIAL.

Dealers' buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11¼
Light copper & bottoms	0 10½	0 09¾
Heavy red brass	0 10½	0 10½
Heavy yellow brass	0 08½	0 08½
Light brass	0 06½	0 06½
Tea lead	0 02¾	0 02½
Heavy lead	0 03	0 02¾
Scrap zinc	0 02¾	0 04
No. 1 wrought iron	9 00	10 00
Machinery cast scrap, No. 1	14 00	14 50
Stove plate	12 50	13 00
Malleable	10 00	9 00
Miscellaneous steel	6 00	6 00
Old rubbers	0 08½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail)	5 65	5 65
Imported pig, per 100 lbs.	5 65	5 65
Sheets, 2½ lb. sq. ft.	7 50	7 50
Sheets, 3 lb. sq. ft.	6 75	6 75
Sheets, 3½ lb. sq. ft.	6 62½	6 60
Sheets, 4 to 6 lb. sq. ft.	6 50	6 50

Cut sheets, ½c per lb. extra.
Cut sheets to size, ¾c per lb. extra.

LEAD PIPE.

Lead pipe 7½c, 5 per cent. off.
Lead waste pipe, 9c; 5 per cent. off.
Traps and bends, 40 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guarant'd 0	26½	0 25
Wiping	0 24½	0 24

Hoyt's strictly, standard, wiping, 20c to 30c lb.

SHEET ZINC.

5 cwt. casks	8 00	8 00
Part casks	8 25	8 50

SPELTER.

Foreign, per 100 lb.	6 25	5 75

TIN AND TINPLATES.

	Montreal	Toronto
Lamb and Flag and Straits—56 and 28-lb. ingot, 100 lbs.	45 00	42 00
Redipped Charcoal Plates—Tinned.		
M L S Famous (equal Bradley)	Per box.	
I C, 14x20 base	$7 00	
I X, 14x20 base	8 25	
I X X, 14x20 base	9 50	
Raven and Murex Grades—		
I C, 14x20 base	5 00	
I X, 14x20 base	6 00	
I X X, 14x20 base	7 00	
I X X X, 14x20 base	9 50	

"DOMINION CROWN BEST"—

DOUBLE COATED, TISSUE.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best" Standard Quality.		
I C, 14x20 base	....	4 65
I X, 14x20 base	....	5 65
I X X, 14x20 base	....	6 65

BRIGHT COKES.

Bessemer Steel—		
I C, 14x20 base	....	4 50
20x28, double box	....	9 00

CHARCOAL PLATES-TERNE.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 40
I X, Terne Tin	....	9 40

CHARCOAL TIN BOILER PLATES.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.)		
XX, 14x60, 50 sheet bxs.)	....	7 50
XX, 14x65, 50 sheet bxs.)		

TINNED GOODS.

12x30 up to 24 gauge, case lots	8 50	....
72x30 up to 26 gauge, case lots	8 95	....

Less than case, 25c 100 lbs. extra.

WIRE.

Annealed Cut Hay Bailing Wire.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6 inches to 11 inches, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end adds 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $3.10; No. 19, $2.80. All prices per 1,000 ft. measure; 6 strand, No. 18, $2.60; No. 19, $2.90. F. o. b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High carbon, No. 9, $2.40 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extra net. Tinned wire, Nos. 17-25, $2; Nos. 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 16c.

FENCE STAPLES.

Galvanized	2 85
Plain	2 85

HAY WIRE IN COILS.

No. 13, $2.25; No. 14, $2.30; No. 15, $2.40 f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock f.o.b. Montreal—100 lbs.—Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.25; 10, $2.80; 11, $2.85; 12, $2.40; 13, $2.55; 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 50 and 10 per cent. off.

NEW PRICES ON SMALL SIZES POULTRY NETTING.

½-inch x 22 ga. x 12-inch, roll.... $3 00
½-inch x 22 ga. x 18-inch, roll 4 30
½-inch x 22 ga. x 24-inch, roll.... 5 65
½-inch x 22 ga. x 30-inch, roll..... 6 90
½-inch x 22 ga. x 36-inch, roll.... 8 20
1 inch x 20 ga. x 12-inch, roll..... 1 50
1 inch x 20 ga. x 18-inch, roll..... 2 10
1 inch x 20 ga. x 24-inch, roll.....2 70
1 inch x 20 ga. x 30-inch, roll 3 25
1 inch x 20 ga. x 36-inch, roll..... 3 80
1 inch x 20 ga. x 48-inch, roll..... 5 10
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.30 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra, No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra.

Extra net per 100 lb.—Oiled wire 10c, spring wire, $1.25, bright soft drawn 15c, charcoal (extra quality), $1.25, packed in casks or cases, 15c, bagging and paperings 10c, 50 and 100-lb. bundles, in 25-lb. bundles 15c, in 5 and 10-lb. bundles, 25c, in 1-lb. hanks 50c, in ½-lb. hanks, 75c, in ¼-lb. hanks, $1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.55 per 100 sq. ft.; in 50-ft. rolls, $1.60 per 100-sq. ft.
Rustless screen cloth, 7c sq. foot.
Cut lengths, 8c sq. ft.

WIRE FENCING.

Galvanized barb	2 42½
Galvanized, plain twist	2 95

Car lots and less.
F.O.B., Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; 1 inch, $15.10. Per 100 feet f.o.b. Toronto.

HARDWARE.

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, per doz.	18 00	22 00

AXES AND HATCHETS.

Single bit, per doz.	6 75	9 50
Double bit	10 50	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
"Boys'" Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle hatchets	1 45	6 75
Claw hatchets	1 70	6 00
Barrell hatchets	5 50	6 85

A Happy New Year

to all Our Good Business Friends from Coast to Coast. May 1914 provide bigger business and better profits for you all and a Full Imperial Measure of Health and Happiness.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin Brussels Melbourne

Largest in the world and first to establish definite standards of quality

MARTIN-SENOUR PAINTS & VARNISHES

"SERVICE FIRST"

This was the slogan of our recent Convention at Montreal. We thought, we planned and worked out many new ways and means of better service to dealers.

The personal selling advantage of our salesmen will be greater during 1914 than ever before.

The educational value of our Monthly House Organ "Paint Salad" means greater Paint and Varnish Selling Knowledge for Dealers and their clerks. Our **nation-wide** Advertising Campaign in Home, Farm, Religious and Commercial Publications will have a greater influence on the buying public, impressing them with the merits of Martin-Senour Paints and Varnishes.

But this is not half the story—let us give it to you in detail—a postal will bring particulars.

THE MARTIN-SENOUR CO.

LIMITED

PAINTS & VARNISHES

MONTREAL CHICAGO WINNIPEG LINCOLN

TORONTO HALIFAX

ANVILS.

Buckworth, per lb. 0 10¼

AMMUNITION.

"Dominion" 22 short, long, and long rifle black 50-10 and 2½; other rim fire cartridges and C.B. caps 50-2½; 22 short, smokeless, 50-5 and 20; 22 long and long rifle smokeless, 50-10 and 2½; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Shot, standard, 100 lbs., $15.00, 47½ p.c.; cash discount, 2 p.c. 30 days; net extras as follows, subject to cash discount only: Chilled, 40c; buck and seal, 80c; no. 28 ball, $1,200 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits ..... 30 and 10
Irwin's auger 45
Gilmour's auger 70
Rockford auger ..... 60 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen auger, net list.
Tobin High Speed Bits, 50 and 5.
Tobin Never Choke, 50 and 5.

BARN & PARLOR DOOR HANGERS.

Rchards Wilcox No. 021 B.D. Trolley, pr. 0 80
Richards Wilcox No. 117 P.D. Hanger, full set 2 75
Stearns wood track ..... Special
Zenith 9 00
Atlas, steel covered 5 25 6 60
Perfect, No. 1 ..... 8 50
Perfect, No. 1½ 9 50
Perfect, No. 2 ..... 10 00
New Mllo, flexible 6 00
Double strap hangers, doz. sets 6 50
Standard jointed hangers, dozen sets 6 45
Steel King hangers, doz. sets 6 40
Storm King and safety hangers 6 25
Storm King rail 4 25
Crown 4 85
Crescent 7 25
Sovereign 6 50
Chicago Friction. Oscillating and Biz Twin angers, 5 per cent.
Steel track, 1 x 3-16 in. (100 ft.) 3 25
Steel track, 1¼ in. 4 75

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
Lace leather, per side, 85c; cut laces, 75c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts ($1.00) list, ⅜ in. dia. and smaller, 65 and 10 p.c.
Carriage Bolts ($1.00 list), 7-16 in. dia. and larger, 52½ and 12½ p.c.
Machine Bolts, ⅜ in. dia. and smaller, 65 and 10 p.c.
Machine Bolts, 7-16 in. dia. and larger, 60 p.c.
Sleigh Shoe Bolts, ⅜ in. dia. and smaller, 62½ p.c.
Sleigh Shoe Bolts, 7-16 in. dia. and larger, 50 and 12½ p.c.
Coach and Lag Screws, 75 p.c.
Skein Bolts, 75 p.c.
Square Head Blank Bolts, 60 p.c.
Bolt Ends, 60 p.c.
Plow Bolts, 55 and 10 p.c.
Elevator Bolts, 60 and 5 p.c.
Fancy Head Bolts, 50 and 5 p.c.
Shaft Bolts ($3.00 list), 50 and 5 p.c.
Step Bolts, large head ($3.00 list), 50 and 5 p.c.
Whiffletree Bolts, 50 and 5 p.c.
Nuts, Square, 4½c off list.
Nuts, Hexagon, 4½c off list.
Stove Rods, per lb., 5½c to 6c.
Stove Bolts, 80 and 7½ per cent.

BUILDING PAPER, ETC.

Tarred Slaters' Paper, per roll.... 0 95
O.K. Paper, No. 1, per roll..... 0 85
O.K. Paper, No. 2, per roll..... 0 70
Plain Fibre, No. 1, p. 400 ft. roll 0 50
Plain Fibre, No. 2, p. 400 ft. roll 0 35
Tarred Fibre, No. 1, 400 ft. roll. 0 62
Tarred Fibre, No. 2, 400 ft. roll. 0 43
Tarred Fibre, Cyclone, 25 lbs., roll 0 62
Dry Cyclone, 15 lbs. 0 50
Plain Surprise, per roll 0 42
Resin sized Fibre, per roll..... 0 42
Asbestos Building Paper, p. cwt. 3 25
Heavy Straw, plain and tarred, per ton 36 00
Carpet felt, per cwt. 2 60
Tarred wool roofing felt, cwt..... 2 00
Pitch, Boston or Sydney. 0 85
Pitch, Scotch, per 100) 85
Heavy fibre, 32 ft. x 60 per 100 lbs. 3 90
2 Ply Ready Roofing, per sq.... 0 75
3 Ply Ready Roofing, per sq..... 0 95
2 Ply Ready Roofing, per roll.... 1 15
3 Ply complete, per roll..... 1 35
Liquid Roofing Cement, bbls., per gallon 0 17
Liquid tins cement, 5s 0 19
Crude coal tar, per bbl..... 4 50
Refined coal tar, per bbl..... 5 00
Shingle Varnish, per bbl..... 5 00
Caps, per lb. 0 05
Rails, per lb. 0 05
Mop Cotton, per lb. 0 17

BUTTS.

Plated, bower barff & Nickel, No. 241, 45 per cent.
Wrought brass, 45 p.c. off revised list.
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 p.c.

CEMENT AND FIREBRICK.

Canadian Portland, bags, per bbl. 1 55 1 70
White Bros. English 2 00 2 05
"Lafarge" cement, in wood. 3 40
Fire brick, Scotch, per 1,000. 23 00 28 00
" English 17 00 21 00
" American, low .. 23 00 25 00
" " high.. 27 50 31 00
Fire clay (Scotch), net ton.. .... 5 50
Fire clay (American), net ton 5 00 10 00

CHALK AND PENCILS.

Carpenters Colored, per gross 0 65 0 80
" lead pencils, p. gr. 2 40 6 75
Crayons, per gross 0 20

CHISELS.

Cold chisels, 5 x 6 in., doz.. .... 2 20
Bevel edge, 1 inch, doz..... 2 50

CHAIN.

Proof coil, per 100 lbs., ¼, $6.00; 5-16, $5.20; ⅜, $4.45; 7-16, $4.20; ½, $3.90; 9-16, $3.90; ⅝, $3.80; ¾, $3.65; ⅞, $3.45; 1, $3.40.

Stall fixtures, 35; trace chain, 45; jackchain, iron, 50; jackchain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

12 in., doz. prs. 4 65 4 30

CLAMPS.

Malleable swivel head, 4 in..... 2 50
" adjustable, 4 in. 7 50
Carpenters, 3 feet 3 60

COMPOUND.

Soclean Sweeping.

1½ lb. size, 2 doz. in case, case.. 4 50
8 lb. size, 2 doz. in case, case.... 7 20
17 lb. size, 1 doz. in case, case... 6 75

CONDUCTOR PIPE.

2 inch, in 10 foot lengths..... 3 45
3 " " " 4 20
4 " " " 5 53
5 " " " 7 60
6 " " " 9 25

COTTER PINS.

Cotter pins, 90 p.c. Montreal.

DOOR KNOBS.

Canadian knobs.
Porcelain, mineral and jet knobs, 5c doz. more than list price.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR).

Single sets, each (Easy brand).... 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS.

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz..... 5 25
Folding handles, 8 inch, doz..... 1 80

DRILLS.

Bit Stock Drills, 60 and 5 per cent.
Wood Drills, 35 per cent.
Straight Shank Drills, 50 and 10 p.c.

ESCUTCHEON PINS.

Steel, discount, 50 per cent.
Brass, 50 per cent.

EAVETROUGHS.

8 inch, in 10 ft. lengths, per 100 ft 3 02
10 " " " 3 31
12 " " " 3 88
15 " " " 5 53

Add extra 10c per 100 ft. O.G. Round Bead Trough.

FILES AND RASPS. Per cent.

Disston's 75
Great Western American 75
Kearney and Foot, Arcade 75
J. Barton Smith, Eagle 75
McClellan Globe 75
Black Diamond 66⅔
Delta Files 60
Nicholson 66⅔
Jowett's (English list) 27½
Spear & Jackson (English list).. 35

FORGES.

Blacksmiths' portable, 135 lbs. 9 35

GRINDSTONES.

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 25
Smaller sizes extra.

HAMMERS.

Tack, iron, doz. ..... $ 35
Ladies' claw, handled, doz. 0 60
Adze eye nail hammer, 10 oz., doz. 1 25
" hickery handle, 1b lb..... 6.25
" straight claw, 1 lb., doz..... 7 00
Farriers hammers, 10 oz., doz..... 5 50
Tinners setting, ½ lb., doz..... 4 50
Machinists, ½ lb., doz. 3 20
Sledge, Canadian, 5 lbs. and over 0 06
Sledge, Masons, 5 lbs. and over.. 0 06
Sledge, Napping, up to 2 lbs..... 0 09

HARVEST TOOLS.

50 per cent.
Samson, 47½ per cent.
Sidewalk and stable scrapers, net $2.25.
Wood hay racks, 40 and 10 per cent.

HALTERS (SNAP AND RING).

Jute Rope, ⅜-inch, per gross.... 8 00
" " ½-inch, per gross..... 10 50
" " ⅝-inch, per gross 13 50
Leather, 1-inch, per doz. 4 00
Leather, 1½-inch, per doz. 5 20
Web 2 45

SISAL HALTERS (SNAP & RING).

⅜-in., $9.00; 7-16-in., $10.20; ½-in., $11.40; 9-16-in., 13.20; ⅝-in., $15.00.

HIDES.

Trimmed hides, green 0 12 0 13
Trimmed, green and partly cured 0 12½ 0 13½
Usual 2 lbs. tare.
Horsehide, with mane and tail, up to 3 75
Sheep skins, up to 1 50
Horsehair, 35 to 38c lb.

HINGES.

Blind, discount, 50 per cent.
HEAVY TEE AND STRAP HINGES.

	Strap.	Tee.
4 in., doz. prs.	1 20	1 00
5 in., doz. prs.	1 45	1 15
6 in., doz. prs.	1 55	1 20
8 in., doz. prs.	2 10	1 60
10 in., doz. prs.	3 75	2 60

Light T and strap, discount 65 p.c.
Screw hook and hinge—
Under 12 in., per 100 lbs. 4 00
Over 12 in., per 100 lbs. 3 50
Crate hinges and back flaps, 65 and 5 p.c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING).

Spring, per gross—No. 5, $17.40; No. 10, $19.50; No. 20, $9.00; No. 50, $21.00; No. 51, $9.60; No. 120, $17.40.
Chicago hold back screen door, iron, gross, $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface door (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS.

Wrought iron hooks and staples— ¼ x 5, per gross 2 25
5-16 x 5, per gross 3 40
Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 p.c.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process list, 10th January, 1912.

Size.	Length.	Price per 2-lb. box.
Nos. 3	1⅝-inch	$4 10
4	1¾-inch	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2⅛	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L." steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J. P. & Co., "Blunt" No. 1 and smaller, 1.50; No. 2 and larger, $1.25; "Sharp" No. 1 and smaller. $1.75; NoN. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Smarts, 3½c lb.

LADDERS, TRESTLES, ETC.

Step Ladders—
Shelf-lock ..... 15c ft.
Ontario ..... 16c ft.
Faultless ..... 20c ft.
Extra Heavy ..... 28c ft.
Hercules ..... 23c ft.
Decorator ..... 18c and 20c ft.
Chair Ladders, each $1.00

(ROPED EXTENSION LADDERS)

20 ft.	$ 3.00	42 ft.	$ 7.95
22 ft.	3.30	44 ft.	8.36
24 ft.	3.60	46 ft.	8.74
26 ft.	3.80	48 ft.	9.12
28 ft.	4.20	50 ft.	9.50
30 ft.	4.50	52 ft.	11.44
32 ft.	4.80	54 ft	11.88
34 ft.	5.78	56 ft.	12.32
36 ft.	6.12	58 ft.	12.76
38 ft.	6.46	60 ft.	13.20
40 ft.	6.80		

(COMMON EXTENSION LADDERS).

20	ft., each		$2.60
22			2.86
24			3.12
26			3.38
28			3.64
30			3.80
32			4.16
34			5.10
36			5.40
38			5.70
40			6.00
44			7.48

(COMMON SINGLE LADDERS)

8 ft., each $0 80
10 ft., each 1 00
12 ft., each 1 20
14 ft., each 1 54
16 ft., each 1 76
18 ft., each 1 96
20 ft., each 2 40
22 ft., each 2 64

Fruit picking ladders, long nose, same price as common single ladders; short nose 1c per foot additional.

(PAINTERS' TRESTLES).

5 ft., each ....$1 50 14 ft., each $4 20
8 ft., each .... 2 00 16 ft., each 4 80
10 ft., each .... 2 50 18 ft., each 5 40
12 ft., each .... 3 00 20 ft., each 6 00

LANTERNS.

No. 2 or 4, plain cold blast, doz.. 7 00
Short bowl pattern, doz. 7 00
Japanned cold blast, doz. 7 50
Brass, well japanned, doz. 9 25
All brass, doz. 24 00
Cold blast globes, doz. 0 50
Prism globes, doz. 1 20

LAWN HOSE.

Competition .... 70 5 p.c.
Corrugated, ½ in., ft. 0 13½
Corrugated, ¾ in., ft. 0 11
500 ft. coils extra, 5 per cent.

LAWN MOWERS.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.25, do., 14 in., $5.50, do., 16 in., $5.75; do., 4 knives, 12 in., $6.25, 14 in., $6.50, 16 in., $6.75, 18 in., $7.00; 9-inch open wheel, 3 knives, 12 in., $6.75, 14 in., $7.25, 16 in., $7.25, 18 in., $8.50; do., 4 knives, 12 in., $7.25, 14 in., $7.75, 16 in., $8.25, 18 in., $9.00; do., 5 knives, 12 in., $7.75; 14 in., $8.25; 16 in., $8.75, 18 in., $9.50, 20 in., $10.00; 10½-inch high wheel, 4 knives, 12 in., $8.50, 14 in., $9.00, 16 in., $9.50, 18 in., $10.00, 20 in., $11.00; 10½-inch, high wheel, ball bearing, 4 knives, 12 in., $10.00, 14 in., $10.40, 16 in., $10.85, 18 in., $11.30, 20 in., $12.25; do., 5 knives, 12 in., $10.50, 14 in., $10.90, 16 in., $11.36, 18 in., $11.80, 20 in., $12.75. Discount 50 per cent. 2 per cent. 30 days.

LOCKS AND KEYS.

Canadian Peterboro, 50 and 10 per cent. off list.

LUMBERMEN'S SUPPLIES.

Cant hooks, dozen, from..... 12 00
Axes, dozen, from 6 50
Axe handles, dozen from 0 80 3 75
Cross cut saws, per foot 0 25 0 65
Axe wedges, dozen 0 25
Ball and heel calks 4 00 4 25

MALLETS.

Tinsmiths' 2½ x 5¼ in., per doz. 1 65
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz.... 15 00

MATS.

Wire door mats, standard, 18 x 24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 80
Axoline brass cleaner, 100 in pkge 6 80

MINERS SUPPLIES.

Mattocks, 6 lb., 18 inch, $6 dozen.
Picks, 6 to 7 lbs., $4.65 dozen.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½c per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 5¾ cents per lb.

"Ready" Roofing and "Black Diamond" Tarred Felt

"Cyclone" and "Joliette" Building Papers

Every progressive dealer should sell these products. They produce a good profit, and are guaranteed to give perfect satisfaction.
They can be easily laid by an inexperienced hand.
Do not restock this kind of goods till you communicate with us and get full particulars. It will pay you.
We also manufacture a complete line of high grade Wrapping Paper, which sells at a low price.

Write to-day.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg, - Western Agent

RED **S** BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

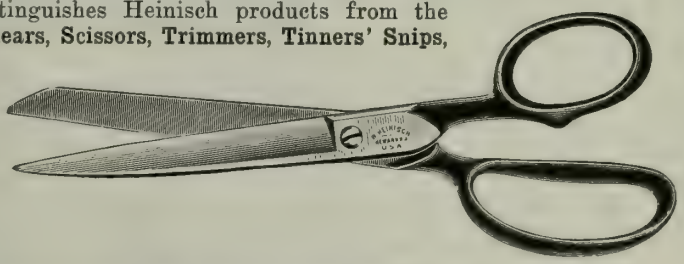
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

When Ordering From Your Jobber

Be Sure to Specify HEINISCH Trimmers

The **Quality** of **Heinisch** Goods is a positive assurance of **completely satisfied customers.** Our firm name is stamped on every article—it distinguishes Heinisch products from the ordinary kind—make sure it is on the **Tailors' Shears, Scissors, Trimmers, Tinners' Snips,** etc., that you stock.



R. HEINISCH'S SONS COMPANY
NEWARK, N.J., U.S.A.

When Wood Workers Ask for Screws

Be able to supply them with



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

ROBERTSON'S SOCKET HEAD WOOD SCREWS

These screws are far superior to any other kind. They have a square hole into which our specially designed driver fits snugly. The driver cannot slip and thus spoil screw heads or material.
We also manufacture high-grade Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.
Drop a card for catalogue.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

HARDWARE AND METAL

NAILS.

Standard steel wire nails, Toronto, $2.25 base; Montreal, $2.30 base.
Cut nails—Montreal, $2.60; Toronto, $2.80.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1-3 per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. .....$3.00 base

OAKUM.

Plumbers, per 100 lbs. 3 25

OIL CANS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen.... 10 00

MACHINE OILERS.

Davidson oilers, 45 per cent.
Zinc and tin, 45 per cent.
Coppered oilers, 45 per cent.
Brass oilers, 45 per cent.
Malleable, 25 per cent.

PLATED GOODS.

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 5; fancy, 10 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalee" and Alask," Nevada silver flatware, 42 per cent.

CLAY PICKS.

5 to 6 lbs., doz. 4 15
7 lbs., doz. 4 40
7 to 8 lbs., doz. 4 75
8 lb., doz. 5 00

PLANES.

Wood bench, Canadian, 15 p.c.
Wood, fancy, 30 to 35 per cent.
Pliers and Nippers.
Button's genuine 37½ to 40 per cent.

PLOUGH LINES.

Russia snap .....per gross 33 00
Indian snap .....per gross 27 00

RAZORS.

	Per doz.	
Boker's	7 50	11 00
Boker's King Cutter	11 30	14 40
Henckel's	7 50	20 00
Gillette Safety, each		3 75
Star Safety Razor, 33 1-3 per cent.		
Edelweiss		16 00

ROPE AND TWINE.

Sisal rope 0 11
Pure Manila rope 0 16
"British" Manila 0 12
frican hemp 0 12
Cotton, 3-16 inch and larger..... 0 27
Russia Deep Sea line, 7-16 and larger, 18c.
Jute, 7-15 and upwards, 10½c.
Lath yarn, single 0 10¼
Lath yarn, double 0 10¾
Sisal bed cord, 48 feet, per doz.. 0 72
Sisal bed cord, 60 feet, per doz.. 0 90
Sisal bed cord, 72 feet, per doz.. 1 08
Cotton clothes line, 18 per cent. off.
Bag, Russia twine, per lb. 0 27
Wrapping cotton, 3ply twine.... 0 26
Wrapping cotton, 4-ply twine..... 0 30
Mattress twine, per lb. 0 45
Staging twine, per lb. 0 35

BINDER TWINE.

450 ft., per lb. 0 12½
500 ft., per lb. 0 11
550 ft., per lb. 0 10
600 ft., per lb. 0 09½
5 ton lots, ½c lb. allowance.
10 ton lots, ¼c lb. allowance.

RIVETS AND BURRS.

Iron rivets, blacked and tinned, 60, 10 and 10.
Iron burrs, 60 and 10 and 10 p.c.
Copper rivets, usual proportion burrs, 30 and 12½ per cent.
Extras on Coppered Rivets, ¼-lb. packages 1c per lb.; ¾-lb. pkgs., 2c lb.
Coppered Rivets, net extra, 2½c per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 20
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 85
Mrs. Potts, No. 50, nickel-plated, per set 0 90
Mrs. Potts, handles, japanned, per gross 3 40
Common, plain 4 25
Common, plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent.

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lbs.. 2 20
Sectional, ½ lb. each, per 100 lbs. 2 35
Solid, 3 to 30 lbs. 1 65

SASH CORD.

No. 9, per lb. 0 50
Sash Chain, No. 2, hd. ft. 1 40

SAWS.

Atkins Hand and Crosscut, 25 p.c.
Disston's Hand, 10 per cent.
Simonds' Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 p.c.
Spear & Jackson, 40 per cent.

SCREEN DOORS AND WINDOWS.

	Doz.
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 20
Common doors, 2 or 3 panel, grained only, 4-in. style	8 40
Beaver window screens, 14 x 18, open 28½ inches	1 80
Perfection window screens, 14 x 15, open 22½ inches	1 30
Model window screens, 14 x 22, open 36½ inches	2 25

SCALES.

Gurney Standard, 30 p.c.; Champion 50 per cent.
Burrow, Stewart & Milne—Imperial Standard, 30 p.c.; Champion Scales, 50 per cent.
Fairbanks Standard, 30; Dominion, 50, Richelieu, 50.

SCYTHE SNATHS.

Canadian, 35 per cent.
Scythes, dozen $6.50 $11 00

SCREWS.

	Per cent.		
Wood F.H., bright and steel.	85	10	7½ 10
" R.H., bright	80	10	7½ 10
" F.H., brass	75	10	7½ 10
" R.H., brass	70	10	7½ 10
" F.H., bronze	70	10	5 10
" R.H., bronze	65	10	5 10
Drive screws	65	10	5 10
Set, case hardened	60	10	
Square cap	50 and 05		
Hexagon cap	45		
Bench, wood, per doz.	$5 00		
Bench, iron, per doz.	4 25		

SHOVELS AND SPADES.

	1st grade p.c.	2nd grade p.c.	4th grade p.c.
Shovels 60	55 and 2½		45
Draining tools 60	60		
Scoops .....50 and 5			45 and 5
Hollow backs and sand shovels 60			45

Rivetted back scoops, 1st, 2nd and 3rd grades, 50 per cent.
Above discounts on Black Goods only.
Full Polished Goods, 50c per Doz. net extra. Half Polished Goods, 25c per Doz. net extra.

SLIDING SHOES.

Onward Sliding Shoes, 40 per cent.

SQUARES.

Disston's, 60 and 10 per cent.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS.

Base, per lb., 28 cents.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000 5 50
Eureka tinned steel, hooks, per 1,000 .... 8 00

STAPLES.

Poultry netting, 100 lbs. 6 70
Bed, 100 lbs., No. 14 ..... 6 75
Blind, per lb. 6 12
Coopers' Staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33 1-3 p.c.

STOVE BOARDS.

Lithographed, 60 and 10.

STOVEPIPES.

5 and 6 inch, per 100 lengths..... 7 62
7 inch, per 100 lengths 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS.

5 and 6 inch common, per doz... 1 20
7 inch, per doz. 1 35
Polished, 15c per dozen extra.
Thimbles, Empire, 70 per cent.

STOCKS AND DIES.

No. 20 Beaver Die Stock 13 75

STONES—OIL AND SCYTHE.

		Dozen	
Washita Oil, No. 1, 6 in.,			
7 in., 8 in.		3 50	4 00 5 10
No. 2, 6 in., 7 in., 8 in...		2 50	3 10 3 50
Hindostan	per lb.	0 06	0 10
" Slip	"	0 18	0 20
" Axe	"	....	0 15
Deer Creek	"	....	0 10
Weerlick	"	....	0 25
" Axe	"	....	0 15
Oily White, 6 in., 7 in., 8in., doz.		6 00	6 60 7 80
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 80	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 80, 15; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82¾; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10, patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaciers points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87¾; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., ea. 0 94
Lufkins, steel, No. 264, 66 ft., ea. 3 50
Chesterman's linen, No. 1822, 66 ft. each 1 10
Chesterman's Metallic, No. 1821... 1 95
Chesterman's Steel, No. 1840, 50 ft.. ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 p.c.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 p.c.

TRAPS (RAT AND MOUSE).

	Doz.
Out O' Sight Mouse Traps	0 60
Out O' Sight Rat Traps	1 20
Easy Set Mouse Traps	0 45
Easy Set Rat Traps	0 95
Blizzard Mouse Traps	0 45
Blizzard Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs.... .... 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting, per doz. 81 25
Square, re-acting, per doz..... 77 50
Dowswell 52 50
New Century, Style A 101 25
Ideal Power 180 00
Velox 180 00
Daisy 73 25
Stephenson, net 72 00
Puritan Motor 165 00
Connor Ball Bearing 112 50
Connor Gearless Motor Washer... 180 00
Gem 101 25
I. X. L. 121 50
Winner, C. Cor. No. 2 & 3..... 85 00
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz..... 47 50
Eze, 11 in., per doz. 51 75
Bicycle, 11 inch 59 25
Trojan, 12 inch 100 00
Favorite 511E 61 50
Unexcelled 1041E 75 50
Challenge 511E 64 00
Gem 141 ..... 51 75
Sunlight 111 ..... 44 50
20 per cent.

WHEELBARROWS.

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees,	28	in..	0 70
" " "	34	in..	1 00
" " "	36	in..	1 25
" " neckyokes,	36	in..	1 25
" " doubletrees,	40	in..	0 95
" " lumbermans,	44	in..	0 90

WOOD HANDLES.

Second growth ash, fork and shovel handles, 35 per cent.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 per cent.
Team whiffletrees and neckyokes, 30 per cent.
White ash carriage, buggy and democrat whiffletrees and neckyokes, 35 p.c.
All other ash goods, 40 per cent.
Railroad and navvy pick, 35 per cent.
All other hickory, maple and oak goods, excepting heavy team doubletrees and hickory cant hook handles, 40 per cent.
Hickory cant hook handles, 30 p.c.
Doubletrees, 35 per cent.
Agricultural, 67¾ per cent.

WROUGHT IRON WASHERS.

Canadian, 40 per cent.

SCREWS (MACHINE).

—Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 p.c.

SCREW DRIVERS.

Sargent's, per dozen 0 65 1 00
North Bros., No. 30, per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan, 65; tailors', 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS.

No. 140, 65 and 10 per cent.

SKATES AND HOCKEY STICKS.

Starr skates, 35 per cent.
Boker, hockey, 30c upwards; spring.
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.25, $5.25.
St. Mary's Hockey Sticks, best grades, $3.40 to $5.75 dozen.
Pucks, net, $1.50.

HOUSEHOLD GOODS, ETC.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

COPPER AND NICKLE WARE.

Copper boilers, kettles, 40 & 5 p.c.
Copper tea and coffee pots, 40 & 5 p.c.
Copper pitts, 30 and 5 per cent.
Foundry goods, hollow ware, 40 & 5 p.c.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Creamery cans, 35 per cent.
Railway cans, 40 per cent.
Hand delivery and creamery cans, 35 p.c.
Railway cans, 40 per cent.
Cream cans, 35 per cent., with dome top, 15c extra. Retinned, 72½ and 5. Plain, 72½ and 15. Creamery trimmings, 75 and 12½ per cent.
Common, cork-lined, 35 per cent.

GALVANIED WARE.

Dufferin pattern pails, 45 per cent.
English pattern, 45 per cent.
Galvanized washtubs, 45 per cent.

ICE CREAM FREEZERS.

White Mountain, 50 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 per cent.

Pearl, Imperial and Colonial steel, 60 and 10 per cent.

Star decorated steel and white, 33⅓ per cent.

Hollow ware, tinned steel, 45 per cent. off.

Enamelled street signs, 50 per cent.

KITCHEN SUNDRIES.

Asbestos mats, 50 per cent.

Can openers, per doz.	0 40	0 75
Mincing knives, per doz.	0 50	0 90
Potato mashers, wire, per d.	0 60	0 70
" wood, per doz.	0 60	0 80
Vegetable slicers, per doz....		2 25
Universal meat chopper, No. 1		1 15

Spiders, 50 and 5 per cent.
Steel fry pans, 60, 20, 10, and 5 p.c.

Star A1 chopper, 5 to 32	1 35	4 10
" " 100 to 103..	1 35	2 00

Toasters, 50 per cent.
Fire shovels, 50.

MOPS AND IRONING BOARDS.

Mops, per doz. 1 20 1 80
Folding ironing boards 16 25 18 00

PIECED TIN WARE.

Discount, 35 per cent.
10-qt. flaring sap buckets, 35 p.c.
6, 10 and 14-qt. flaring pails, 35 p.c.
Copper bottom tea kettles and boilers 35 per cent.
Coal hods, 35 per cent.
Boiler and tea kettle pitts, 30 and 5 p.c.

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 40 per cent.

STAMPED WARE.

Plain, 72½ and 15.
Retinned, 72½ and 5.
Tinners' trimmings, 72½ and 5.

VACUUM CLEANERS.

Eureka Electric, each 35 00
Cadillac Vac. Sweeper 5 50
Cadillac Combination Cleaner 6 50
Cadillac Electric, Model C 18 00
Cadillac Electric, Model D 20 00

WOODENWARE.

BAKE BOARDS.

With rim, 18x24, per doz.	6 60
With rim, 18x28, per doz.	7 20
With rim, 20x30, per doz.	7 80
Without rim, 18x24, per doz.	4 00
Without rim, 18x28, per doz.	4 50
Without rim, 20x30, per doz.	5 00

BENJAMIN MOORE & COMPANY, Limited

MAKE TORONTO, CANADA

MURESCO, The best Wall Finish.
SANI-FLAT, The best Flat Oil Paint, washable and non-poisonous.
MIXED PAINT, Moore's House Colors, second to none.



YOU Should know our proposition. It's worth while.
Should write us to-day for full particulars.
Should sell the MOORE Line and make more money with less investment

The F. R. Murray Co., Ltd., Vancouver — Distributors for British Columbia

"SILKSTONE" Flat Wall Colours

(COPYRIGHT)



Best for your customers because of its hard-wearing, long-lasting qualities — best for you because of its handsome profit and the way it lends "tone" to your store. Silkstone—smooth as silk and hard as stone — sanitary and washable is the best finish for all interior walls.
Write for agency proposition and color card.

G. F. STEPHENS & CO., Limited, Winnipeg, Canada

BRANCH at CALGARY, Alta.

Jamieson's Paints

are the product of a business built up by always considering "Consumer Satisfaction."

YOU can't pay too much attention to "Consumer Satisfaction in YOUR business. A stock of Jamieson's Paints in your store would be a good part of this right attention.

R.C. Jamieson & Co., Limited

Owning and Operating P. D. Dods & Co., Limited

Montreal — ESTABLISHED 1858 — Vancouver

16

IRONING BOARDS.

Size 12x60 ins., per doz.	7 20
Size 14x60 ins., per doz.	8 40
Folding, 12x60 ins., per doz.	16 50

SLEEVE BOARDS.

Basswood, stationary, doz.	1 50
Folding, per doz.	3 50

WASH BOARDS.

Glass, doz.	3 25
Enamelled, doz.	4 50

CLOTHES BARS.

3 sections, 4 ft., doz.	4 80
3 sections, 5 ft., doz.	6 00
3 sections, 6 ft., doz.	7 20

CLOTHES DRIERS.

4 sides, 16 bars, folding, doz.	14 00

CLOTHES PINS.

Common, 5 gross in box, per box	0 80
Spring clothes pins, per box	1 00

CLOTHES REELS.

Collapsible, style A	8 00
Collapsible, Style B	8 75

Discount 20 per cent.

TUB AND WRINGER STANDS.

Folding frame, doz.	18 00

PAINTS, OILS AND GLASS.

BARN PAINT.

In barrels, 5-gal. tins	0 80	0 90
In barrels, 5-gal. tins	0 80	0 85

BEESWAX.

Per lb.	0 40

CHEMICALS.

(ARSENATE OF LEAD.)

1 lb. pkgs., 100 lb. lots	$17 50
2 lb. pkgs., per 100 lbs.	15 00
5 lb. pkgs., per 100 lbs.	12 00
25 lb. pkgs., per 100 lbs.	11 00
50 lb. kegs, per 100 lbs.	9 75
200 lb. kegs, per 100 lbs.	9 60
300 lb. kegs, per 100 lbs.	9 50
600 lb. casks, per 100 lbs.	8 90

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 07
Litharge, flaked	0 07½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 12
Chrome yellow, pure	0 18
Golden ochre, pure	0 13
French ochre, pure	0 12
Chrome green, pure	0 10
French permanent green, pure	0 15
Signwriters' black, pure	0 19
Marine black, 25 lb. irons	0 36½
Combs, graining, set	0 65

ENAMELS.

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Anchor Floorlustre	1 80
Sterling Enamels	3 20

Glue.	Per lb.
French medal	0 14
German common sheet	0 10
German prima	0 17
White pigsfoot	0 21
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" Golden sheet	0 13
" Gelatine	0 22
" white gelatine	0 22
" white glue	0 12
" 100 flake	0 10 0 11
Perfection amber ground, No. 1230	0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c; ½-lb., 15c; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	12
C	0 11

PURE PARIS GREEN.

In bbls., about 600 lbs., per lb.	0 19¼
In Arsenic kegs, 250 lbs., per lb	0 19¼
In 50 & 100 lb. drums, per lb.	0 20¼
In 25 lb. drums, per lb.	0 20¾
In 1 lb. pkts. 100 lb. in cs, lb.	0 22¾
In 1 lb. pkts., 50 lb. in cs, lb.	0 23¼
In ½ lb. pkts., 100 lb. cs, lb.	0 24¾
In 1 lb. tins, per lb.	0 23¾

PARIS WHITE.

In bbls.	0 90

PIGMENTS.

Orange Mineral, casks	0 08½
" 100-lb. kegs	0 08¾

PREPARED PAINTS.

	Per Gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 85
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	2 00
Ramsay's paints, pure	1 80
Ramsay's paints, Thistle	1 60
Martin-Senour, 100 p.c. pure	2 00
Senour's floor paints	1 60
Sterling Pure	1 60
Maple Leaf Paint (Imp. V. & C. Co.	
Jamieson's Crown and Anchor brand	1 60
High Standard	2 00

PLASTER OF PARIS.

Per barrel	2 50

PINE TAR.

Half-pint tins, per dozen	0 85
Pint tins, dozen	1 10

PUTTY.

	Standard Montreal	Toronto
Bulk, in casks	2 30	2 40
Bulk, 100 lb. drums	2 50	2 60
Bladders, in bbls.	2 80	2 90

Pure Putty, 70c hd advance.

RED DRY LEAD.

Genuine, 560-lb. casks, per cwt.	6 15	6 00
Genuine, 100 lb. kegs, per cwt.	6 40	6 25
No. 1 casks, per 100 lbs.	5 90	5 75
No. 1 kegs, per 100 lbs.	6 15	6 00

SHINGLE STAINS.

In 5-gallon buckets	0 75

(TURPENTINE AND OILS, ETC.

	Montreal.	Toronto.
Canadian Prime White Petroleum, single bbls.		15½
Royalite	17	16
Palacine	21½	18
Castor Oil, per lb. in bbls.	8¼	8½
Black Oil, Summer	12½	12
Black Oil, Winter	14½	14
Cylinder Oil, Green	35	35
Parafine Oil	22	20
XXXX Machine	25½	21
Benzine, in wood	24	23
Motor gasoline, in wood	27	24
Pure turpentine, single bbls.	59	65
Linseed Oil, raw, single barrels	53	59
Linseed Oil, 3 to 5 bbls.	52	58
Linseed Oil, 6 to 9 bbls.	51	57
Linseed Oil, boiled—		
single bbls.	56	62
3 to 5 bbls.	55	61
6 to 9 bbls.	54	60
Alcohol, 5 gal. lots, per gal.	1.00	1.00
Resin Grade G, bbl. lots	7.25	8.00

VARNISHES.

	Per gal. cans
Carriage, No. 1	1 50
Pale durable body	3 50
Pale hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
Furniture, No. 1	0 95
Furniture, Union	0 90
Light oil finish	1 25
Gold size Japan	2 00
Turps, brokn japan	1 00
No. 1 brown japan	0 91
Backing black japan	1 35
No. 1 black japan	0 75
Benzine black japan	0 40
Crystal Damar	2 50
No. 1 Damar	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightening dryer	0 95
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co.'s sun varnish	2 25
"Kvanize" Interior Finish	2 40
"Flint-Lac" coach	1 30
B.H.. Ltd.. "Gold Medal." cases	2 25
Dependon Lt. H. Oil Finish	1 55
Everlastic Floor	2 65
Elastica exterior finish	4 25
Flattine floor finish	3 00
Stovepipe varnish, ½ pts., gross	3 00
Pure white shellac varnish, bbls.	1 80
Pure orange shellac varnish, bbl.	1 65
No. 1 orange shellac varnish, bbls.	1 40

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$ 4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 15 per cent.

Montreal prices, no discount.

Size United Inches.	Star	Double Diamond
Under 26	3 40	5 00
26 to 40	3 60	5 45
41 to 50	4 00	6 25
51 to 60	4 25	6 75
61 to 70	4 50	7 25
71 to 80	....	7 75
81 to 85	....	8 50
86 to 90	....	10 00
91 to 95	....	11 00

WHITE LEAD GROUND IN OIL.

Ton Lots.	Montreal Per 100 lbs.	Toronto
"Anchor," pure	8 25	8 20
Brandram's B.B. Genuine	9 25	9 40
C.P.C. decorators, pure	8 25	8 20
Crown and Anchor, pure	8 25	8 40
Elephant, Genuine	8 55	8 50
Essex, Genuine (Windsor)	....	8 00
Island City Decorators' pure	8 25	8 50
Lily Pure	8 25	8 20
Moore's Pure White Lead	....	8 40
Monarch (Windsor)	....	8 50
Munro's Select Flake White	8 50	8 65
Purity C.O. Co.'s, Ltd.	....	7 90
Ramsay's Pure Lead	8 25	8 40
Ramsay's Exterior	7 80	8 15
Sterling Pure	....	8 30
Tiger Pure	8 25	8 25
"James Genuine"	8 25	....

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1, " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls.	0 70
Gilders bolted, in barrels	1 00

WINNIPEG HARDWARE QUOTATIONS

AXE HANDLES.

Oval and octagon, a.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

AUGER BITS.

"Irwin" bits, 47½; other lines, 80 and 10 per cent.

BARB WIRE.

Lyman 4 pot., $2.06 f.o.b. Fort William, $2.41 Winnipeg; Glidden 2 pt., $1.91 Fort William, $2.27 Winnipeg. Baker 2 pt., $1.93 Fort William, $2.25 Winnipeg; Waukegan 2 pt., $1.94 Fort William, $2.25 Winnipeg; Alberta 2 pt., $1.90 Fort William, $2.18 Winnipeg. American special 2 pt., $1.58 Fort William, $1.81 Winnipeg; Plain twist, $2.90 Fort William, $3.30 Fort William; Coil spring, No. 9, per 100 lbs., Fort William, $2.32; Winnipeg, $2.72. Price quoted for barbed wire are for spools of 80 rods f.o.b.

BOLTS.

Carriage, ⅜ and smaller, 60; 7-16 and larger, 50; machine, ⅜ and under, 60 and 5; 7-16 and over, 50; machine set screws, 65; plough bolts, 45; square and hexagon nuts, cases, 2; small lots, 2.75; stove bolts, 77½; sleigh shoe bolts to ⅝, 50½c; 7-16 and up, 40½c.

BAR IRON.

Bar iron, $2.75; Swedish iron, $4.75; sleigh shoe steel, $2.85; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

BLOCKS.

Steel, 50 per cent.; wood, 60 per cent.

CUT NAILS.

$3.35 per keg base. Wire nails, base, $2.90 Winnipeg, $2.45 Fort William.

COPPER.

Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c to 20-inch gage, 29c.

CROWBARS.

4½c per lb.

CORRUGATED IRON.

28 gauge, $4.60; 26 gauge, $5. Pressed standing seamed roofing, 28 gauge, $5.85; 26 gauge, $6.20.

CANADA PLATES.

Half polish, 6-7 inch, $3.65; 8 inch, $3.90; full polish, 6-7 inch, $4.50; 8 inch, $4.75.

CLEVICES.

7½c per lb.

ENAMELWARE.

Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

FILES.

American, 75 p.c.; Black Diamond, 60 p.c.; Nicholson's, 65 p.c.

GALVANIZED IRON.

Apollo, 16 gauge, $1.20; 18 gauge, $4.20; 20 gauge, $4.30; 22 and 24, $4.49; 26, $4.60; 28, $4.85; 30 or 10¾ oz., $5.10.

	Fleur-de-Lis.	Queen's Head.
28G (equal 10¾ oz.)	5 00	5 35
26G (equal 28 Amer.)	4 75	5 10
24G	4 35	4 65
22G	4 35	4 65
20G	4 25	4 55
18G	4 25	4 55
16G	4 15	4 45

GALVANIZED WARE.

37½ per cent.

GRINDSTONES.

Per 100 lb., $1.65.

GLASS, WINDOW.

Single, first break up to 25 united inches, $4.25; 26 to 40, $4.50; 41 to 50, $5.00; 51 to 60, $5.50; 61 to 70, $6.00; in 100 foot boxes. Double glass, up to 25 united inches, $5.75; 26 to 40, $6.25; 41 to 50, $7.00; 51 to 60, $7.25; 61 to 70, $8.75; 71 to 80, $9.75, in 100 foot boxes.

HORSESHOES.

"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.60; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

HORSE NAILS.

"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65, in 25-lb. boxes.

HARVEST TOOLS.

50 and 5 per cent.

HINGES.

Light T and strap. 65 per cent.

HINGES.

Light T and strap, 65 per grass, $1.70.

IRON WASHERS.

Full box, 40 p.c.; smaller lots, 35 p.c.

IRON PIPE.

Black, ¼ inch, $2.65; ⅜ inch, $2.80; ½ inch, $3.35; ¾ inch, $4.10; 1 inch, $6.10; 1¼ inch, $8.20; 1½ inch, $9.75; 2 inch, $13.20; 2½ inch, $20.25; 3 inch, $27.35; 3½ inch, $32.75; 4 inch, $38.75; 4½ inch, $43.75; 5 inch, $50.60; 6 inch, $65.65; 7 inch, $21.40; 8 inch, light, $96.00; 8 inch, heavy, $110.60.

GALVANIZED PIPE.

¼ inch, $3.75; ⅜ inch, $3.90; ½ inch, $4.30; ¾ inch, $5.30; 1 inch, $7.90; 1¼ inch, $10.65; 1½ inch, $12.65; 2 inch, $17.10; 2½ inch, $27.20; 3 inch, $35.70; 3½ inch, $44.35; 4 inch, $52.00; 4½ inch, $57.15; 5 inch, $66.60; 6 inch, $86.50.

LOGGING CHAIN.

¼ inch, $8.00; 5-16 in., $6.50; ⅜ in., $5.75.

LANTERNS.

Cold blast, per doz., $7.25; coppered, $9; dash, $9.

POULTRY NETTING.

52½ per cent.

PLASTER OF PARIS.

Barrel, $6.50; hard wall, ton, $11.50; wood fibre, ton, $12.00.

PIG LEAD.

$6.50.

LEAD PIPE.

Full coil, $7.85 per cwt.; cut coil, $8.85 per cwt.

LEAD WASTE.

$8.35.

RIVETS AND BURRS.

Iron rivets, 56 per cent.; copper, No. 8, 32c; 10, 35c; 12, 37c; copper burrs, No. 8, 44c; 10, 47c; 12, 51c; copper rivets and burrs, No. 8, 44c; 9, 32c; 10, 47c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

ROPE.

Sisal, 11¾c; Pure Manila, 16¾c; British Manila, 12¾c; lath yarn, 11c.

STEEL SQUARES.

40 off new list.

SHOVELS AND SPADES.

Jones polished, $8.10 per doz.; Fox & Olds, $7.10 per doz.; Scoops, D-handled, "Black Cat," No. 2, $7.70; No. 4, $8.20; No. 5, $8.90; No. 6, $8.40; No. 8, $9.25; No. 10, $9.80.

SOLDER.

Half and half, $29 per cwt.

SCREWS.

Bright iron round head, 80 and 5 p.c.; flat head, 85 p.c.; round head, brass, 70 p.c.; flat head, brass, 70 p.c.; coach, 60 per cent.

STAPLES.

Bright wire per cwt., $2.50 at Fort William; $2.90, Winnipeg.

LINSEED OIL.

Raw, per gal., 65c; boiled, per gal., 68c.

These prices are for barrels. Less amounts 5c. per gal. extra, with additional charges for cans, etc.

TURPENTINE.

Per gal., barrel lots, 70c.

DRY COLORS.

White lead in ton lots, decorators' pure, $9.00; decorators' special, $8.35 in small lots advance price 25 cents per cwt.; red lead, kegs, $6.80; yellow ochre, in barrel lots, 2½c; less than barrel lots, 3c; golden ochre, barrels, 3½c; less than barrels, 4c; Venetian red, barrel, $2.60; less than barrels, $3.00; American vermilion, 15c; English vermilion, $1.00 per lb.; Canadian metallic oxides, barrel lots, 3a, 3½c; English purple oxide, in basks, 3½c; less quantities, 4c per lb.; Blue Stone, per cwt., $6.75.

PUTTY.

Casks, $2.75 per cwt.; bladders, in barrels, $3.25; bladders, 100-lb. cases, $3.40.

PARIS GREEN.

24½ cents per 112 lbs.

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IS BETTER

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BECAUSE

It is always ready for use—Remains suspended in oil indefinitely—Dries quickly without the use of driers—Is more economical.

IT DOES NOT

Contain any adulterants—Disintegrate or chalk off—Harden or Solidify—Turn white after applying—Cost proportionately as much

AND WE PROVED IT

By having Canada's Most Noted Chemists, Milton Hersey, Limited, Montreal, make not only a chemical but a PRACTICAL WORKING TEST of it.

That report has been published several times recently in HARDWARE and METAL. We shall be glad to send you a copy of it.

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I.C. Everlasting Paint

Is BETTER than other paints you are now buying or are able to secure

BECAUSE

It has greater covering power—It will not blister—It will not disintegrate or chalk off—It will hold its color—It works more smoothly under the brush—It contains pure linseed oil only—It sheds water like a duck's back.

YOU CAN TRY IT OUT YOURSELF—MAKE YOUR OWN TESTS—AND PROVE IT.

Write us for samples and particulars.

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That's a pretty good line up, and you can't do any separating —those three always stick together.

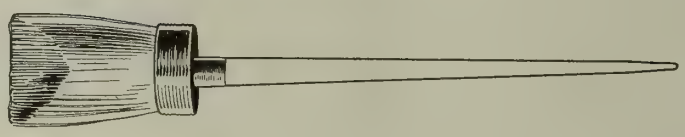
More than 70 years ago Ramsay's started to make **good** paint, they kept it up, and now the Canadian public **know** it.

Any man who comes into your store for paint and gets Ramsay's will come again when he wants more, because every brush of paint out of the can helps to write a good advertisement for Ramsay and for you.



A. Ramsay & Son Company
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Paint Makers Since '42





DOUGALL

HOW TO SAVE MONEY IN VARNISHING

Explain to your customers that fine Varnish covers more surface than low-grade quality, which means less gallons for the job—time is saved in the putting on—a saving in labor—and the durability of Dougall's Varnish saves revarnishing, thus the upkeep is less.

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MONTREAL

Associated with the Murphy Varnish Co., U.S.A.

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Those Who Know
Cane's Washboards
Always Specify Them

Because They are Right in Price and Give the Best Service

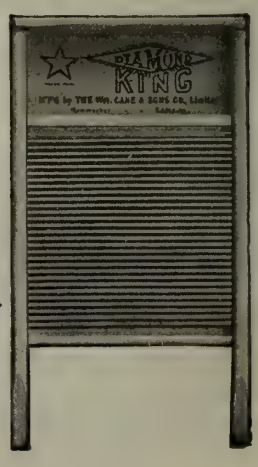
Cane's Washboards stand in a class by themselves for neat construction, quality and durability, and **pay an attractive profit.**

Among the 13 different styles and grades you will have **one to meet every demand.**

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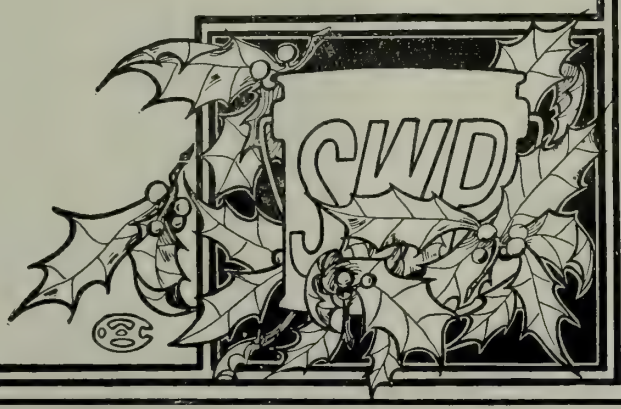




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Every Merchant and Business man should read the two stories that appear in the January Number of MacLean's Magazine.

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being the story of the three bachelor brothers, telling how the present William Price, M.P., became a multi-millionaire. This sketch is full of interesting anecdotes and information that should be familiar to every Canadian.

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This story shows how this young Napoleon of Finance became the head of a powerful brokerage and achieved political renown. Don't miss reading this sketch.

The other excellent articles are no less interesting to business men. In fact the January Issue is teeming with information and interest, peculiar to the Merchant, Business and Professional men of Canada.

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Culture in Business Life, by Alexander F. Eastmen, M.P.

A King in Poultrydom. A University Graduate and a School Master whose hobby has made him, by Herbert Gransford.

How it Feels to Carry Money; Money Making Fur Animals, and other features in Fiction and Romance, **Review of Reviews,** etc.

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Good Quality and Good Service Have Made You More Money Than Price

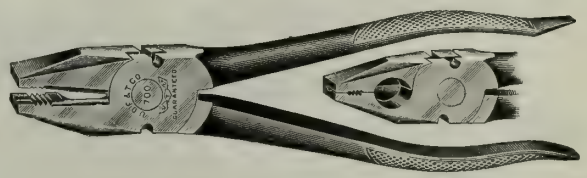
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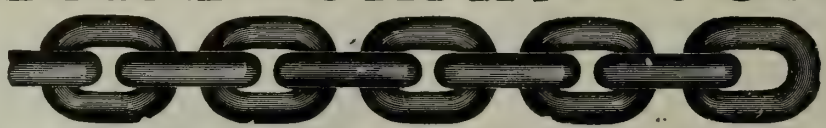
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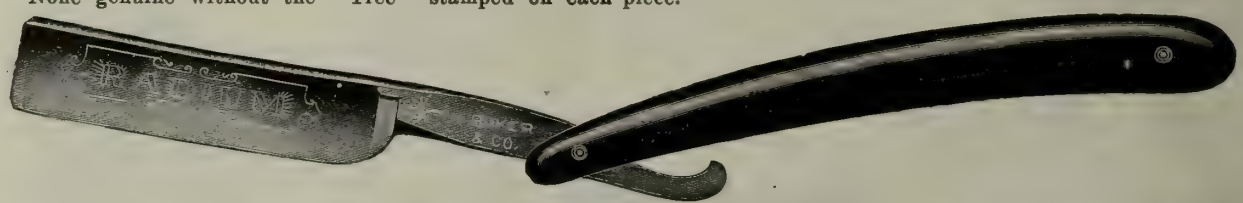
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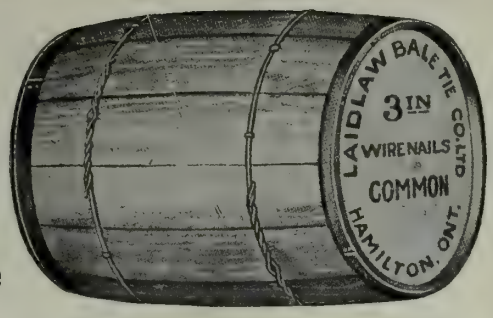
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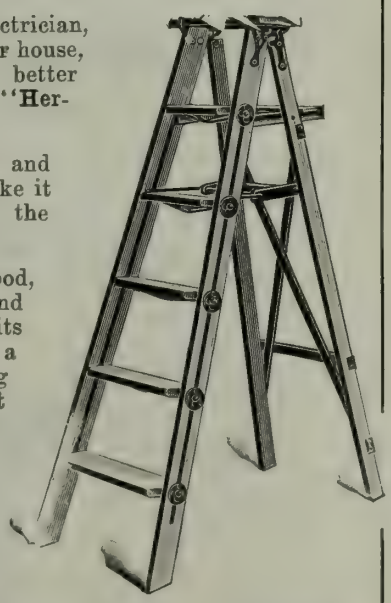
When we originated Germantown Lamp Black at our factory in Germantown, Philadelphia, we little realized that it would become the STANDARD of the Trade and that in order to market their Blacks every other manufacturer would have to use that name, or else make something better.

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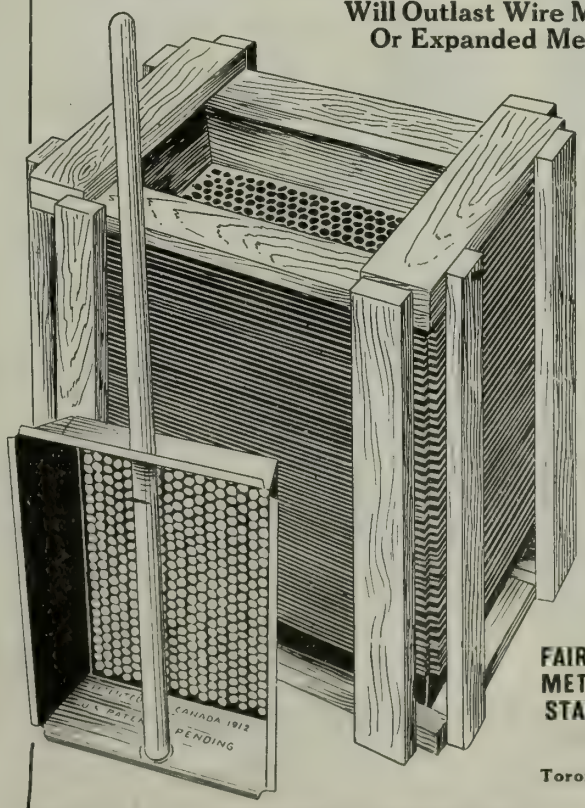
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All Metal.

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See your Jobber.

Good Profit.

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You can make money with a

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Because it will do better work in less time than any other machine of its class, hence effects a direct saving in wages.

Has every convenience for quick and easy handling. Will bore at any angle from the vertical within an arc of 50 degrees; depth of hole regulated by stop; frame locks at top automatically; speed and power readily adjusted by the cranks.



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Robt. Sorby & Sons, Ltd. Make



and Geo.H.Saywell Co. Sell

one of the best assortments of tools made. If you have not their up-to-date catalog showing 2,000 kinds of tools on your desk, you are probably losing business.

Get Our Prices. See our Samples.



National Steel Rim Locks

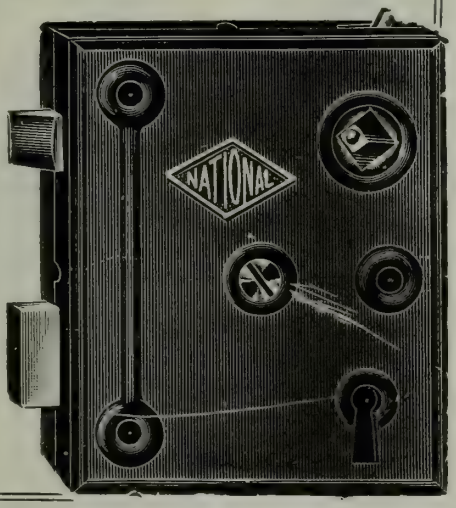
ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.

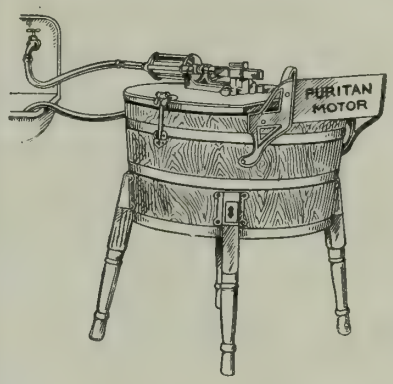
Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.



NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

Sell Your Customers The MAXWELL "Puritan" Motor Washer!



A PERFECT and complete self - washer which runs by water power from the ordinary pressure obtained from the faucet. Requires no attention and does the work in a fraction of time required by any other method. Simple and easy to operate. No delicate parts to break or get out of order.

MAXWELL'S "PURITAN"

Motor is of the reciprocating type—the most reliable and satisfactory of all styles of water motors. Valves built to resist action of grit or sand. Write to-day for Catalogue.

DAVID MAXWELL & SONS, St. Mary's, Ont.

Housewives Want An Easy Running, Strong and Serviceable Washer

The "THERMO"

Fills The Bill And Pays A Good Profit



This washer is as easy to operate as a bicycle, the power being applied much the same way. Can be used with either the forward motion or up and down motion, simply by changing the lever. The two lever rachets make this possible.

The Thermo Washer is built to wear and is solid and substantial. The tub is extra heavy and constructed in the best manner.

Legs are cross braced and absolutely rigid. Top is made double to prevent warping. The few working parts are simple and are not liable to get out of order.

Write for complete description. This washer wins trade.

THE LONDON FOUNDRY CO., LTD.
LONDON, ONT.

The McClary Mfg. Co., Montreal, Agents for Province of Quebec. The McClary Mfg. Co., Calgary, Edmonton and Winnipeg, Agents for the Provinces of Alberta, Saskatchewan and Manitoba. Macpherson & Teetzel, Vancouver, Agents for Province of B.C.

ACME

There is always a demand for

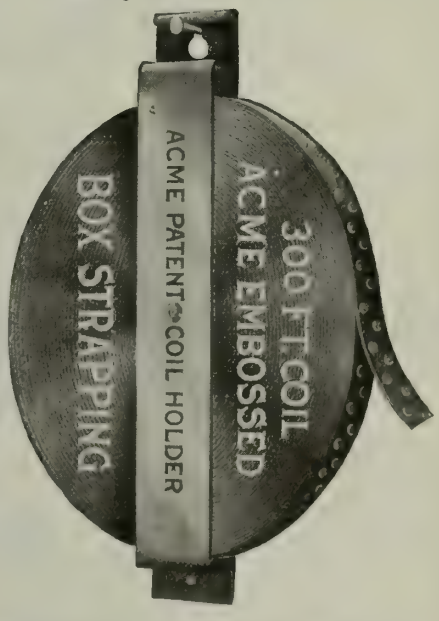
BOX STRAPPING

and the amount you sell depends greatly on the stock you carry.

ACME EMBOSSED STRAPPING

is lacquered to prevent rusting and the surface is dotted to prevent nails from stipping.

In coils of 300 feet—20 coils to a case.



ACME also makes other packing room Supplies
Write for Catalog

ACME STEEL GOODS CO., CHICAGO, ILLINOIS

Canadian Representatives:
J. E. BEAUCHAMP & CO., MONTREAL,

NIACARA

Bathroom Fixtures

Our catalogue illustrates many styles of

TOWEL BARS, in nickel, opal and crystal.
SOAP DISHES, in nickel and opal.
TUMBLER HOLDERS, in many combinations.
SPONGE BASKETS, stamped and in wire.
SHELVES, in crystal and opal.
MIRRORS, nickel or white frames.
SHOWERS, and **SPRAYS**.
MATCH HOLDERS and **ASH TRAYS**.
BATHROOM HOOKS, many styles;
and you can

Handle them profitably

Write us now

Kinzinger, Bruce & Co., Ltd.

Niagara Falls, Canada



HERE'S A GO!

SOMETHING TO SELL
THAT SELLS ITSELF

THE WALDEN SAFETY PISTOL

A Real Pistol Firing Cartridges, BUT Absolutely Harmless

Invaluable for starting races, stage performances, frightening thieves, etc. Every traveller ought to carry one, and every home possess one. Thousands sold in Great Britain and all parts of the world. New in Canada.

Retail at prices from $1 to half that sum, according to quality and finish. Write in for prices per gross, or send $1 for sample pistol (carr. paid). Hallcross blank cartridges, 500, $1.

The WALDEN PISTOL is an ideal gift for any boy, being harmless. ALL BARK, BUT NO BITE!

We Want Active AGENTS in CANADA

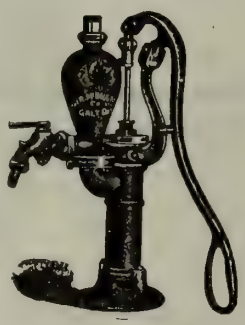
HALL & CROSS Ltd., Chancery Lane, **London, Eng.**

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.



Dealers, ask for prices and terms. Get real profits on your metal pump sales.

The R. McDougall Co., Limited

GALT, CANADA

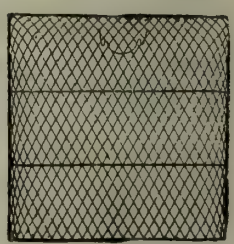
We are headquarters for

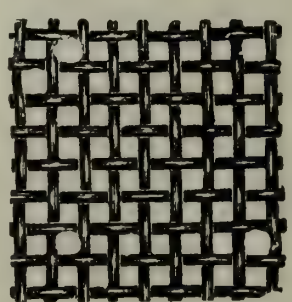
SPARK PROOF FIRE GUARDS

You will make no mistake in carrying a stock of our standard sizes of Spark Proof Fire Guards. Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering.



Send for illustrated price list





Manufacturers of Double Crimped Wire Cloth and Wire Screening for all purposes.
Perforated Sheet Metals, Bank and Office Grilles, and Ornamental Iron Work in all Finishes.
Wire Guards for Factory Windows, Moulders' Riddles, Garden Wire Work, Steel Factory Stools and Metal Lockers.
Have you a copy of our general catalogue on file?

ENQUIRIES SOLICITED.

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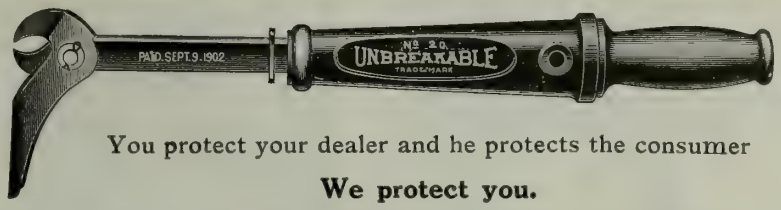
Jas. S. Parkes, P. O. Box 42, St. Henri, Montreal.
D. Philip, 291½ Portage Ave., Winnipeg, Man.
Tees & Persse, of Alberta, Ltd., Calgary, Alta.
R. A. Ogilvie, P. O. Box 856, Vancouver, B.C.

Canada Wire & Iron Goods Co.

HAMILTON

Figure it out for yourself whether it pays to handle a Strictly Guaranteed Nail Puller

The No. 20 Unbreakable is guaranteed for five years.



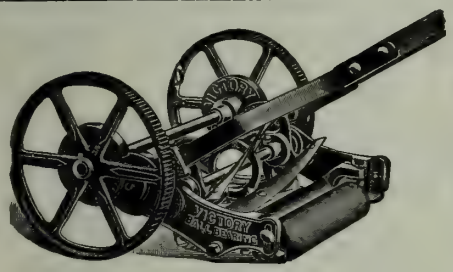
Write for circulars and prices.

You protect your dealer and he protects the consumer

We protect you.

The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn., U.S.A.

Canadian Representative: PRESCOTT W. ROBINSON, 288 St. Paul Street, Montreal, Canada

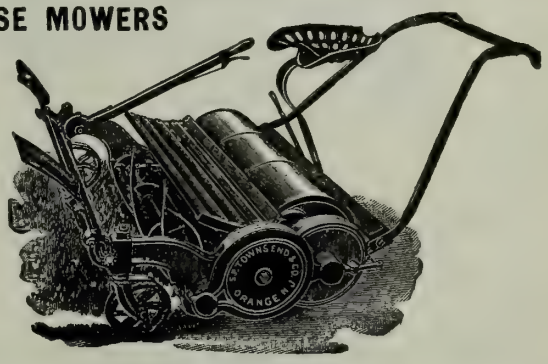


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

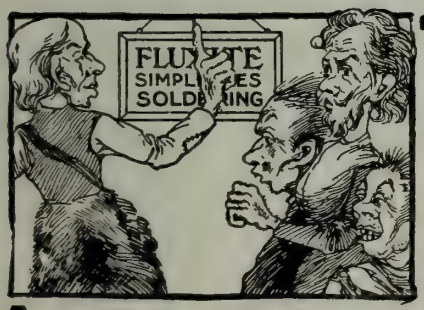
SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Engineers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

and lead jointing

Easy to use. Easy to sell.

It solders even dirty metals without cleaning, and does not cause corrosion.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 211 Vienna Rd., Bermondsey, Eng.

HENCKELS TWINWORKS CUTLERY

Is the quality brand which never disappoints the purchaser





None genuine without this trade mark.



Razors, Scissors, Butcher Knives.
Cutlery of all kinds—The Best.

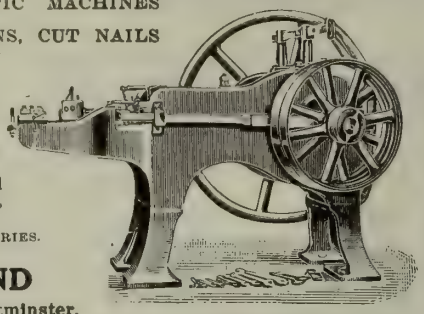


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F. W. LAMPLOUGH & CO. **Unity Building** **MONTREAL**

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING. Complete Plants for making ELECTRIC WELDED CHAIN. Up-to-date AUTOMATIC MACHINES for making: BOLTS, COTTER PINS, CUT NAILS and TACKS, FURNITURE SPRINGS, HINGES, NAILS, RIVETS, SCREWS, STAPLES, WIRE NAILS, QUADRANGULAR MESH WIRE NETTING WIRE STRAIGHTENING and CUTTING MACHINES, ETC.

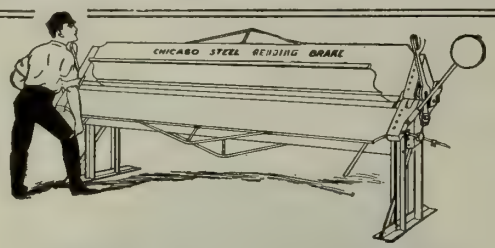


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ED. BRAND

96 Victoria St., Westminster, S W. London, Eng.
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Code used—A.B.C., 5th Edition.



CHICAGO STEEL BENDING BRAKES

This Brake is the result of years of experience and a thorough knowledge of the requirements of Sheet Metal Workers.

Any information concerning the work turned out by these machines, their adaptability, etc., will gladly be given on request. **Work quickly and easily.**

THE STEEL BENDING BRAKE WORKS, LTD.
CHATHAM, ONT.

ARCTIC METAL
FOR COOL BEARINGS! IT'S RELIABLE.

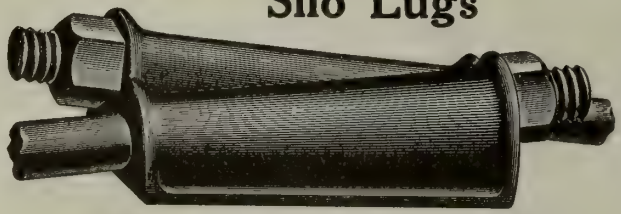
Babbitt your journals with

ARCTIC METAL

The wearing qualities will prove to you that Tallman's reputation is in the goods.

Tallman Brass & Metal Co.
HAMILTON, ONT.

Silo Lugs



Bands on Silos, Water Tanks, Penstocks, Kilns, etc. For round rods ⅜ to 1½—flat bands 2 to 6 inches. Malleable iron. Prompt shipments.

Otterville Mfg. Co'y., Limited
OTTERVILLE, ONTARIO

For Your Cutlery Department

The lines made by G. Perkinton at 113 Broad Lane, Sheffield, Eng., will be found to give every satisfaction. Our Table and Butchers' Knives are of particular value—you should see samples.

Shell Bolsters a specialty. For prices and samples apply to our sole Canadian agents (to the wholesale only),

Godfrey S. Pelton & Son
203 St. Nicholas Bldg., - Montreal

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

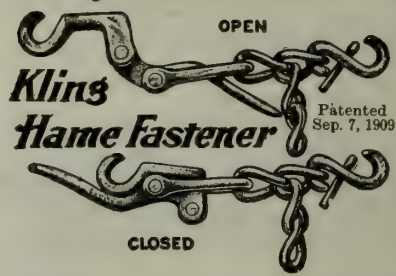
By seeing that this exact mark is on each blade.

GRANTED 1682.

SOLE AGENTS FOR CANADA

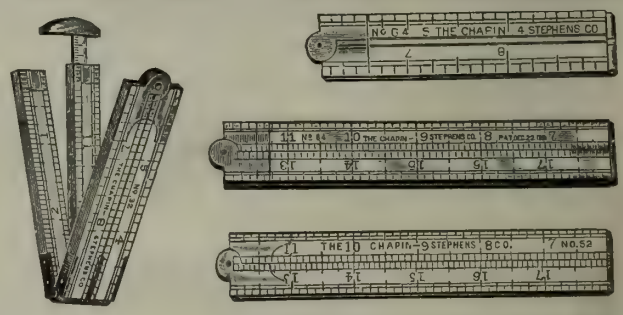
James Hutton & Company
MONTREAL

Every Horse Owner Buys at Sight



The Kling Hame Fastener holds the hames tight and uniform at all times. A child or woman can hitch up as easily as a strong man. Only takes a second to put on or take off, yet the horse can never open it or break it. Lasts longer than the harness. Costs the dealer $2.25 per doz. Any jobber. Write for circular. Look for "Kling" on the lever.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener
D. C. Ross ⅞ Co., 56 Colborne Street, Toronto, Ont.
Canadian Distributing Agents.



Rules

THE CHAPIN-STEPHENS CO.
UNION FACTORY
PINE MEADOW, CONN., U.S.A

SMITH HARDWARE CO., LTD., Agents, MONTREAL, CANADA

The "THERMO" Poultry Fountain

PATENTS PENDING

In the "Thermo" are embodied the principles of the "dead air space" and the double walls. These worked out into a practical idea, make the Thermo Fountain.

After trying out several styles of fountain construction we are free to say: That the "Thermo" meets the demand for a non-freezing fountain.

Stock it now. Every poultry raiser should have one.

Sample by post $2.00

Manufactured by

WILL. H. COTTON

SALEM, NEW YORK



BEAR BRAND LAMP BLACKS



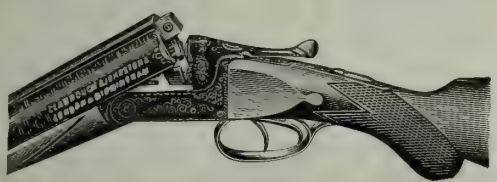
The Bear Brand is the only Germantown Lampblac

We are the Largest Producers and Shippers in the United States.

This Black is used by all consumers who are able to discriminate between a real lamp black and a substitute.

Wilckes Martin Wilckes Co., New York, N.Y., U.S.A.

Wm. H. Evans, 232 James St., Montreal; E. Fielding, 34 Yonge St., Toronto; H. W. Glassco, Winnipeg.



CLABROUGH GUNS

ARE SELLING WELL IN CANADA

made in Birmingham, England, by

J. P. CLABROUGH & JOHNSTONE

and stocked in Canada by the agents

STACEY CUTLERY CO., Ltd.

ST. THOMAS, Ont.

List on application, or representative will call

BOLTS

We have a large stock of high grade **Carriage and Machine Bolts and Coach Screws and Rivets, Nuts and Washers.**

All orders filled and shipped promptly

London Bolt & Hinge Works

London Canada

Natural Gas Goods

of every description

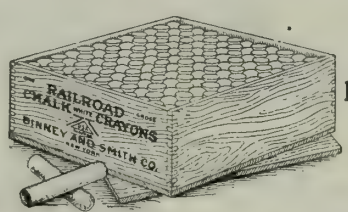
at

T. F. BERMINGHAM'S

20 John Street South

HAMILTON, ONT.

CRAYONS FOR EVERY USE



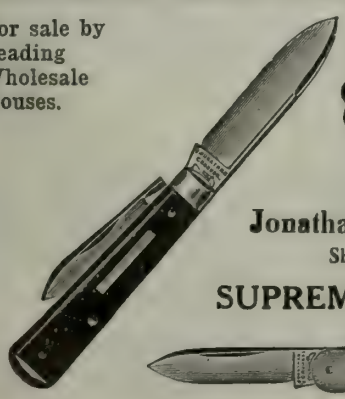
Mill Crayon,
School Chalk,
Lumber Crayon,
Railroad Crayon,
Carpenters' Chalk,
Wax Crayon.

BINNEY & SMITH CO.

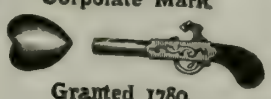
81-83 Fulton Street **NEW YORK**

Henderson & Richardson, Montreal; Percy Gunn, Sussex, N.B.; Milton Newman, Winnipeg, Canadian Representatives.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

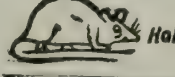
Sheffield, England

SUPREME CUTLERY



BROOKS & COOPER,

Corporate Mark.

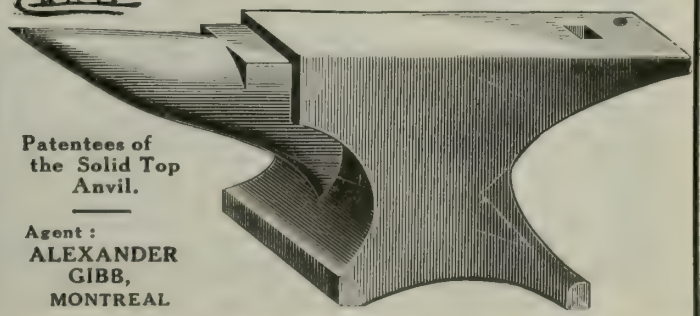


Mousehole Forge

Sheffield.

Trade Mark.

M. & H. ARMITAGE MOUSE HOLE FORGE.



Patentees of the Solid Top Anvil.

Agent:
ALEXANDER GIBB,
MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure this information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.
Fraser Avenue, Toronto.

STEEL STAMPS LETTERS FIGURES

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

Established 1900.
CHARLES S. THOMPSON & SONS
P. O. Box 336, Vancouver, B.C.
Wholesale Cutlery, Twine, Hardware, Specialties, etc.
Are open for one or two live lines of Hardware Specialties and Kitchen Furnishings. Correspondence Solicited.

SPOONER'S No Hot Boxes
NON FIBROUS ANTI FRICTION MACHINERY BEARING METAL
COPPERINE
CANADIAN MADE
AND STUMPS THE WORLD
HARDWARES ALL SELL IT.

LETTERS
White Enamelled, Copper, Stamped Brass and Aluminum
Good Quality at the Right Price.
J. E. Richardson & Co., 147 Church St., Toronto
NUMBERS

Quality SLEDS
That Pay A Good Profit
Before stocking up for the winter drop us a card for descriptive catalogue and full particulars on our line.
Write to-day.
Canadian Buffalo Sled Co.
Preston, Ont.

PRIEST'S CLIPPERS
THAT'S SUFFICIENT
SEND FOR CATALOG TO
American Shearer Mfg. Co.,
Nashua, N H., U S A.
Wiebusch & Hilger, Ltd., Special New York Representatives, 106-110 Lafayette Street

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.



Coal Bags

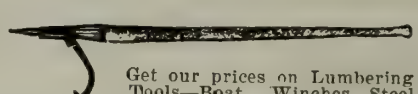
We manufacture these from No. 2, No. 4 and No. 6 Heavy Duck. These are strongly sewn with heavy twine and are made to stand the heavy strain they are subjected to.
Samples and prices on application.
Raymond Bros., London, Ont.

BOLTS, RIVETS, WIRE & WIRE NAILS
Our equipment is such that we can positively guarantee our products to be standard. The practical dealer will understand what that means. The most thorough experience is behind the manufacture of our lines.
THE NORTHERN BOLT & SCREW COMPANY LIMITED, OWEN SOUND.

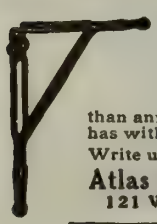
Perfect Comfort and
$35.00 MORE IN THE BANK
Enjoy your evenings—do not worry about the draughts on your stove or furnace. Save ⅓ of your coal. Have an even temperature night and day by using an
Arnold Damper Automatic
Put one on your cook stove as a trial.
Guaranteed to Save 25%
of your fuel bill or money refunded. Easily adjusted—Sizes to fit any pipe. The greatest time and money saver ever invented. Thousands in use. Interesting, descriptive **illustrated booklet FREE.**
Sold exclusively through dealers by
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MARSHALL-WELLS CO., LTD., Winnipeg. In Western Canada.
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WOOD-VALLANCE & CO., Hamilton In Western Ontario.



"Hardwaremen, your Skating Rink should have a
J. & R. Ice Scraper
It cleans off Snow and water, saves time and expense, write for a circular and prices.
James & Reid
Sole manufacturers
Perth, Ont.

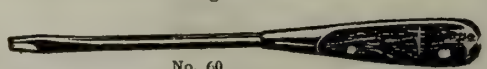


Get our prices on Lumbering Tools—Boat Winches—Steel Stamping Hammers, etc.
ARGALL BROS., - - **General Ironworkers**
Estb. 1860 **Three Rivers, P.Q.**



The Atlas Bracket
This bracket brings you a larger profit and is better than any on the market. Our 5 x 7 has withstood a test of 500 lbs.
Write us for samples and prices to-day.
Atlas Manufacturing Company
121 Water St., New Haven, Conn.

Pioneer Drop Forged Screw Drivers
One piece. Bead prevents slipping. Most practical, durable, improved driver made. Show this ad. to your hardware dealer, or write us for catalog.



No. 60
SOUTHINGTON MFG. CO., Southington, Conn.

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Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
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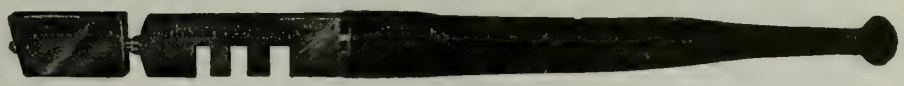
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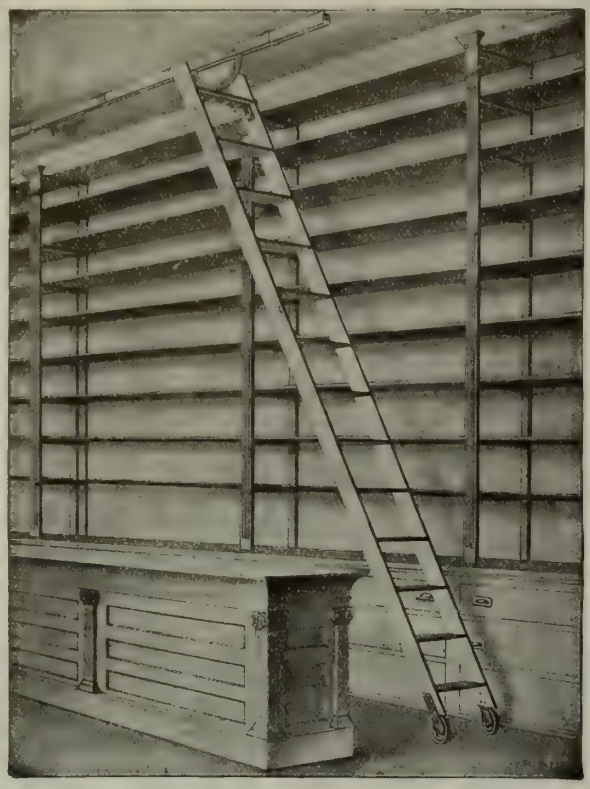
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Suggestion: Send for our Store Ladder Catalogue and canvas your town at once. Best line on the market—nice profit for you.

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WHAT qualities do you demand in a tool grinder—Efficiency? Ease of operation? Durability?

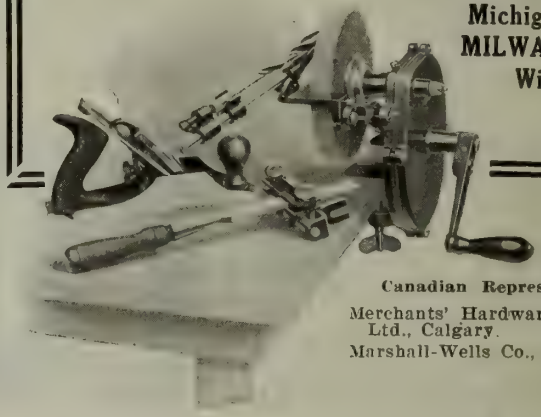
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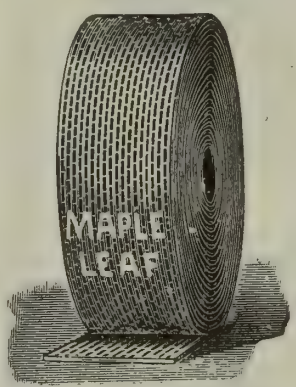
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American Grinder Mfg. Co.

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Canadian Representatives:
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Look over your stock and send your orders in NOW for

"Maple Leaf" Belting and Belt Dressing

so as to insure delivery within a reasonable time.

Manufactured only by the

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Made from the finest grade of Sheffield Crucible Cast Steel.

Highest quality as regards setting and keeness of edge.

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Carefully Made, Carefully Inspected

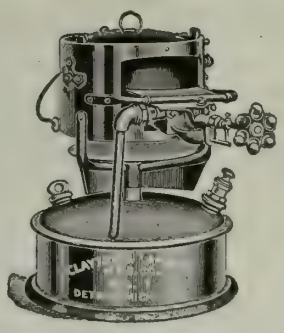
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Price each, $7.80 Net.

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By watching your stock and being in position to supply the demand for our high grade Fire Pots and Torches. Remember—C. & L. Fire Pots and Torches are guaranteed to work perfectly if operated in accordance with directions. They are made of the best materials by experts, and tested with air and gasoline burning. Years of experience, with an accurate knowledge of the user's requirements, enable us to make the best Fire Pots and Torches on the market.

All leading jobbers will supply at factory price, or we will ship direct if cash accompanies the order. Send for Catalog—it's free.

Clayton & Lambert Mfg. Co.,
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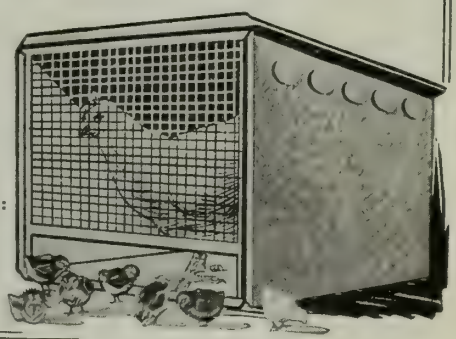
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in your store at this time of the year will enable you to line up many orders for Spring Delivery.

These coops are convenient to handle, easy to keep clean and the price compares favorably with any other coop on the market.

They **cut the chicken loss 80%** because they are more sanitary and prevent loss by rats or weasels.

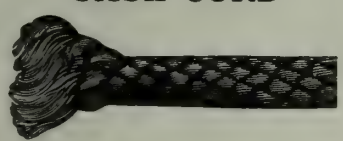
Send $2.00 to Henderson & Richardson for Full Size Coop.



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THE BEST MADE

Star Brand Cotton Rope
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ALL KINDS
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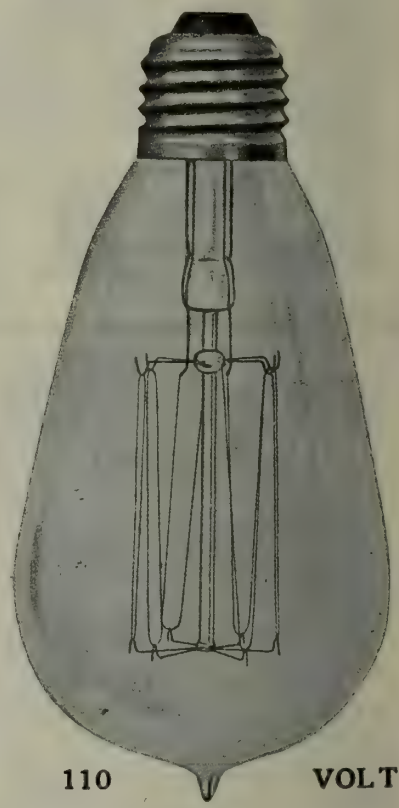
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Immediate shipments Send your order now

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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Electric Fixtures.
The Barton-Netting Co., Ltd. Windsor
Jas. Morrison Brass Mfg. Co. Toronto
Electric Irons.
Chicago Flexible Shaft Co., Chicago.
The Flexible Conduit Co., Guelph.
Emery Cloth.
Jno. Oakey & Sons, Ltd., London, Eng.
G. F. Stephens & Co., Winnipeg.
Emery Wheels.
Jno. Oakey & Sons, Ltd., London, Eng.
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G. F. Stephens & Co., Winnipeg.
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Winnipeg Paint & Glass Co., Winnipeg.
Enameled Ware.
Hoods, Ltd., Birmingham, Eng.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Escutcheon Pins.
The Parmenter & Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd. Hamilton.
Expansion Bolts.
Star Expansion Bolt Co. New York.
Fasteners, Storm, Sash & Screen.
Cowan & Britton, Ltd., Gananoque.
The Stanley Works, New Britain, Conn.
Fencing, Woven Wire.
Steel Co. of Canada, Ltd. Hamilton.
Filters.
A. Ramsay & Son Co., Montreal.
Figured Rolled Glass.
A. Ramsay & Son Co., Montreal.
Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.
Spear & Jackson, Sheffield, Eng.
Firearms and Ammunition.
Harrington & Richardson Sons Co., Worcester, Mass.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.
Fire Pots.
Clayton & Lambert Mfg. Co., Detroit.
Fire Escapes.
Dennis Wire & Iron Co., London.
Fire Door Fixtures.
Richard Wilcox Can. Co., London, Ont.
Fire Place Furnishings.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.
Flint Paper.
Jno. Oakey & Sons, Ltd., London.
Food Choppers.
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Landers, Frary & Clark, N. Britain.
D. Maxwell & Sons, St. Mary's.
Smith Hdw. Co., Montreal.
Foot Scrapers, Automatically Adjustable.
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Victor M. Grab Co., Chicago.
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E. T. Wright Co., Ltd., Hamilton.
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Gas Fixtures.
The Barton-Netting Co., Ltd., Windsor, Ont.
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Consolidated Plate Glass Co., Toronto.
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G. F. Stephens & Co., Winnipeg.
B. & S. H. Thompson & Co., Montreal.
Glass, Ornamental.
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Saskatchewan Glass & Supply Co., Moose Jaw.
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Winnipeg Paint & Glass Co., Winnipeg.
Consolidated Plate Glass Co., Toronto.

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Arthur Rudd & Co., St. Helen's.
Saskatchewan Glass & Supply Co., Moose Jaw.
Sharratt & Newth, London, Eng.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

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Cleveland Stone Co., Cleveland.
Richards-Wilcox Mfg. Co., London, Ont.

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J. P. Clapbrough & Johnstone, Birmingham.
Harrington & Richardson Arms Co., Worchester, Mass.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Hall Trees, Hat and Coat.
Victor M. Grab Co., Chicago.

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Double Claw Hammer Co., New York.
Jas. Smart Mfg. Co., Brockville.
Whitman & Barnes Mfg. Co., St. Catharines.

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Still, J. H., Mfg. Co., St. Thomas.
The Stanley Works, New Britain, Conn.

Hangers, Storm Sash and Screen.
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Watrous Mfg. Co., Des Moines, I.

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P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Conn.

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H. S. Howland Sons & Co., Toronto.

Hay Unloading Tools.
F. E. Myers & Bro., Ashland, Ohio.

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Automatic Damper Co., Hamilton.

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J. E. Beauchamp & Co., Montreal.
Canada Steel Goods Co., Hamilton.
Cowan & Britain, Ltd., Gananoqua.
Montreal Hardware Co., Montreal.
The Stanley Works, New Britain, Conn.

Hinges, Spring.
Chicago Spring Butt Co., Chicago.

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Still, J. H., Mfg. Co., St. Thomas.

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Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Hooks, Hat and Coat.
Victor M. Grab Co., Chicago.
The Steel Co. of Canada, Ltd., Hamilton.

Hoops, Steel and Wire.
Laidlaw Bale-Tie Co., Hamilton, Ont.

Horseshoes and Nails.
Steel Co. of Canada, Ltd., Hamilton.

Hose, Garden and Lawn.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Gutta Percha & Rubber Mfg. Co., Toronto.

Household Sundries.
Victor M. Grab Co., Chicago.

Ice Cream Freezers.
McClary's, London.
North Bros. Mfg. Co., Philadelphia.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Simmons Hardware Co., St. Louis.

Insulator Top Pins, Brackets and Pole Steps.
The Lachute Shuttle Co., Ltd., Lachute Mills, P.Q.

Ice Cutting Tools.
North Bros. Mfg Co., Philadelphia.

Iron and Steel Bars.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mill Co., London.

Iron Pipe.
Canada Tube & Iron Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer.
R. McDougall Co., Galt.
F. E. Myers & Bro., Ashland, Ohio.

Jack Screws.
Jas. Smart Mfg. Co., Brockville.

Japans.
A Ramsay & Son Co., Montreal.

Knife Polish.
Jno. Oakey & Sons, Ltd., London., Eng.

Kitchen Cabinets.
E. T. Wright Co., Ltd., Hamilton.

Ladders, Step.
Otterville Mfg. Co., Otterville, Ont.
G. F. Stephens & Co., Winnipeg.
Stratford Mfg. Co., Stratford, Ont.

Ladders, Shelf.
F. E. Myers & Bro., Ashland, Ohio.
Richards-Wilcox Mfg. Co., London, Ont.

Lampblack.
The L. Martin Co., New York.
G. F. Stephens & Co., Winnipeg.
Wilckes Martin Wilckes Co., New York.
Winnipeg Paint & Glass Co., Winnipeg.

Lanterns.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Winnipeg.
E. T. Wright Co., Ltd., Hamilton.

Lashes.
Hamilton Whip Co., Hamilton, Ont.

Latches.
The Stanley Works, New Britain, Conn.

Lawn Fencing.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd., Hamilton.

Lawn Mowers.
D. Maxwell & Sons, St. Mary's, Ont.
Supplee Hardware Co., Philadelphia.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines.
Jas. Smart Mfg. Co., Brockville.

Lawn Settees.
Can. Buffalo Sled Co., Preston.
Stratford Mfg. Co., Stratford.

Linseed Oils.
A. Ramsay & Son Co., Montreal.

Lawn Swings.
J. E. Beauchamp & Co., Montreal.
Can. Buffalo Sled Co., Preston.
F. E. Myers & Bro., Ashland, Ohio.
Stratford Mfg. Co., Stratford, Ont.

Lead Pipe.
Hoyt Metal Co., Toronto.

Levels.
Lufkin Rule Co., Saginaw, Mich.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain,

Locks.
Hamilton Stove & Heater Co., Hamilton.

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Co., Belleville.
Canadian Yale & Towne, St. Catharines.
P. & F. Corbin, New Britain, Conn.
May & Padmore. Birmingham, Eng.
National Hardware Co., Orillia.

Lumbering Tools.
Lachutte Shuttle Works, Lachutte Mills, P.Q.
Pink, Thos., & Co., Pembroke, Ont.

Mail Boxes.
J. E. Beauchamp & Co., Montreal.

Manufacturers' Agents.
H. E. Johnson, Toronto.
McIntosh, H. F., & Co., Toronto.

Mantels and Grates.
The Barton-Netting Co., Ltd., Windsor, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Mechanics' Tools.
Stanley Rule & Level Co. New Britain
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal.
Henderson & Richardson, Montreal.
Hoyt Metal Co., Toronto.
Leslie, A. C., & Co., Montreal.
Magnolia Metal Co., Montreal.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
Alonzo W. Spooner, Ltd., Port Hope.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Tallman Brass & Metal Co., Hamilton
Thompson, B. S. H. & Co., Montreal.

Metal Lockers.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Deforest Sheet & Tinplate Co. Niles, O
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston.
Pedlar People, Ltd., Oshawa.
Saskatchewan Glass & Supply Co., Moose Jaw.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.

Metal Polish.
The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.
Stuart & Foster, Ltd., Toronto.

Metal Polish, Emery Cloth, Etc.
Oakey, John, & Sons, London, Eng.

Mop Sticks.
Tarbox Bros., Toronto.

Mops—Self and Crank Wringing.
Tarbox Bros., Toronto.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Motor Cycles.
Iver-Johnson's Arms & Cycle Works, Fitchburg, Mass.

Nail Pullers.
The Bridgeport Hdw. Corp., Bridgeport, Conn.
Cowan & Britton, Ltd., Gananoque.
Smith Hardware Co., Montreal.

Nails.
Dominion Iron & Steel Co., Sydney, N.S.
P. L. Robertson Co., Milton.

Nails, Wire.
Cowan & Britton, Ltd., Gananoque.
Dominion Iron & Steel Co., Sydney, N.S.
H. S. Howland, Sons & Co., Toronto.
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque.
Steel Co. of Canada, Ltd., Hamilton.

Oilers.
Thos. Davidson Mfg. Co., Montreal.
The Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wright, E. T., Co., Ltd., Hamilton.

Oil Stones.
Carborundum Co., Niagara Falls, N.Y.

Oil Stoves.
McClary Mfg. Co., London.
Queen City Oil Co., Toronto.

Ornamental Iron and Wire.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes.
Berry Bros., Ltd., Walkerville, Ont.
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Canadian Oil Companies, Ltd., Toronto.
Dougall Varnish Co., Toronto.
Glidden Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
International Color & Chemical Co., Bridgeburg.
R. C. Jamieson & Co., Ltd., Montreal
Martin-Senour Co., Montreal.
Moore, Benjamin & Co., Toronto.
Pinchin, Johnson Co., Toronto.
Pratt & Lambert, Inc., Bridgeburg.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Montreal.
Simmons Hardware Co., St. Louis.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paint and Varnish Remover.
Dougall Varnish Co., Toronto.
Imperial Varnish & Color Co., Toronto.
International Varnish Co., Toronto.
Pinchin-Johnson Co., Toronto.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg.

Paste.
Stuart & Foster, Ltd., Toronto.

Perforated Sheet Metals.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton.

Pig Iron.
Henderson & Richardson, Montreal.
Steel Co. of Canada, Limited, Hamilton.
A. C. Leslie & Co., Montreal.

Pipe, Wrought Lead and Galvanized.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Limited, Hamilton.
Canadian Tube & Iron Co., Montreal.

Pipe, Galvanized Cond.
Pedlar People, Ltd., Oshawa.

Plane Irons.
Buck Bros., Milbury, Mass.

Pliers.
Henderson & Richardson, Montreal.
Smith Hardware Co., Montreal.

Pocket Knives.
Simmons Hardware Co., St. Louis.

Poultry Netting.
Greening, B., Wire Co., Hamilton.
John Lysaght, Ltd., Bristol, Newport and Montreal.

Pulleys (Sash, etc.).
P. & F. Corbin, New Britain, Conn.

Pumps.
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio.
Jas. Smart Mfg. Co., Brockville.

Pumps, Power.
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Putty.
Brandram-Henderson Co., Montreal.
Canada Paint Co., Montreal.
Sherwin-Williams Co., Montreal.
Pinchin-Johnson & Co., Toronto.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Rat Traps.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
Oneida Community, Ltd., Niagara Falls.
Simmons Hardware Co., St. Louis.

Radiators.
Hamilton Stove & Heater Co., Hamilton.

Razors.
Gillette Safety Razor Co., Montreal.
Greeff-Bredt & Co., Toronto.
Jonathan Crookes & Son, Sheffield, Eng.
Dorken Bros. & Co., Montreal.
Jas. Hutton & Co., Montreal.
Simmons Hardware Co., St. Louis.

Razor Blades.
Gillette Safety Razor Co., Montreal.

Reamers.
Butterfield & Co., Rock Island, Que.
Whitman & Barnes, St. Catharines.

Razor Hones.
Carborundum Co., Niagara Falls, N.Y.

Red Lead Paste.
International Color & Chemical Co., Bridgeburg.

Refrigerators.
McClary's, London.

Register, Cash, Credit.
Dominion Register Co., Toronto.

Registers.
Hamilton Stove & Heater Co., Hamilton.
Jas. Smart Mfg. Co., Brockville.
Jas. Stewart Mfg. Co., Woodstock.

Reinforcing Concrete.
Dominion Iron & Steel Co., Sydney, N.S.

Rifles.
J. P. Clapbrough & Johnstone, Birmingham.

Rivets.
P. L. Robertson Co., Milton.
Steel Co. of Canada, Hamilton.
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Revolvers.
Iver-Johnson's Arms & Cycle Wks., Fitchburg, Mass.

Roofing.
Canadian Supply & Con. Co., Toronto
General Roofing Co., Winnipeg, Man.
H. S. Howland & Sons Co., Toronto.
Lewis Bros., Ltd., Montreal.
Alex. McArthur & Co., Montreal.
Pedlar People, Ltd., Oshawa.
Winnipeg Paint & Glass Co., Winnipeg.

Roofing Supplies.
Barber Asphalt Co., Philadelphia.
General Roofing Co., Winnipeg, Man.
The Can. H. W. Johns-Manville Co., Ltd., Toronto.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.
Pedlar People, Ltd., Oshawa.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Ceiling & Roofing Co., Winnipeg, Man.
Winnipeg Paint & Glass Co., Winnipeg.

Rope.
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Rules and Gauges.
Jas. Chesterman & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Windsor.
L. S. Starrett Co., Athol, Mass.

Sad Irons.
Jas. Smart Mfg. Co., Brockville.

Sanitary Chemical Closets.
Parker, Whyte, Ltd., Winnipeg.

Saws.
Atkins, E. C., & Co., Hamilton.
Can. Quality Saw & Tool Works, Montreal.
Disston, Henry, & Sons, Philadelphia.
Shurly Dietrich Co., Galt.
Simonds Canada Saw Co., Montreal.
Spear & Jackson, Sheffield, Eng.

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Jas. Smart Mfg. Co., Brockville.

Screen Door Sets.
P. & F. Corbin, New Britain, Conn.

Screw Plates.
Butterfield & Co., Rock Island, Que.

Screw Driver Bits.
Buck Bros., Milbury, Mass.
The Stanley Works, New Britain, Conn.

Screws, Nuts, Bolts.
Steel Co. of Canada, Ltd., Hamilton.

Screws, Wood.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Scythe Stones.
The Carborundum Co., Niagara Falls, New York.

Shears, Scissors.
R. Heinisch's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York.
G. F. Stephens & Co., Winnipeg.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shellacs.
Berry Bros., Walkerville, Ont.

Shovels and Spades.
Lundy Shovel & Tool Co., Peterboro.
Spear & Jackson, Sheffield, Eng.

Shuttles.
The Lachutte Shuttle Co., Ltd., Lachutte Mills, P.Q.

Sieves and Screens.
Canada Wire & Iron Goods Mfg. Co., Hamilton.
B. Greening Wire Co., Ltd, Hamilton.

Snow Shovels.
Can. Buffalo Sled Co., Preston.
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Stove Casters.
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Standard Silver Co., Toronto.

Solder.
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Hoyt Metal Co., Toronto.

Sporting Goods.
H. S. Howland Sons & Co., Toronto.
Lewis Bros., Ltd., Montreal.

Sprayers.
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Winnipeg Paint & Glass Co., Winnipeg.

Stains, Wood.
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Jas. Stewart Mfg. Co., Woodstock, Ont.

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Tacks.
Steel Co. of Canada, Ltd., Hamilton.

Tapes.
Jas. Chesterman & Co., Sheffield, Eng.
Lufkin Rule Co., Windsor, Ont.

Technical Books.
MacLean Publishing Co., Toronto.

Tiling, Wall and Floor.
The Barton-Netting Co., Ltd., Windsor, Ont.
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A. C. Leslie & Co., Montreal.
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Tools.
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Allan Hills Edge Tool Co., Galt.
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Stanley Rule and Level Co., New Britain.

Tools, Metal Workers'.
Brown-Boggs Co., Hamilton.

Tool Grinders.
Richards-Wilcox Mfg. Co., London, Ont.

Braziers.
Clayton & Lambert Mfg. Co., Detroit.

Tool Handles and Lumbering Tools.
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The Canadian H. W. Johns-Manville Co., Ltd., Toronto, etc.

Washing Machines, Etc.
J. H. Connor & Son, Ottawa, Ont.
Cummer-Wowswell, Ltd., Hamilton, Ont.
Henderson & Richardson, Montreal.
D. Maxwell & Son, St. Mary's, Ont.
London Foundry Co., London.

Wagons, Children's.
Can. Buffalo Sled Co., Preston.

Wagon Jacks.
Richard Wilcox Can. Co., London, Ont.

Washers.
Cowan & Britton, Ltd., Gananoque.
P. L. Robertson Mfg. Co., Milton.
Steel Co. of Canada, Ltd., Hamilton.

Whips.
Hamilton Whip Co., Hamilton, Ont.

White Lead.
Brandram-Henderson Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Winnipeg.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Simmons Hdw. Co., St. Louis, Mo.

Windshields.
Kinzinger Bruce & Co., Niagara Falls.

Window Guards.
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Wire Guards.
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Wire, Iron, Steel, Brass and Copper.
B. Greening Wire Co., Ltd., Hamilton.
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Laidlaw Bale-Tie Co., Hamilton, Ont.
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Steel Co. of Canada, Ltd., Hamilton.

Wire.
P. L. Robertson Co., Milton.

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Canada Wire & Iron Goods Mfg. Co., Hamilton.
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J. E. Beauchamp & Co., Montreal.
Canada Wire & Iron Goods Mfg. Co., Hamilton.

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Ed. Brand, London, Eng.

Wire Products.
Andrew Wire Works, Watford, Ont.

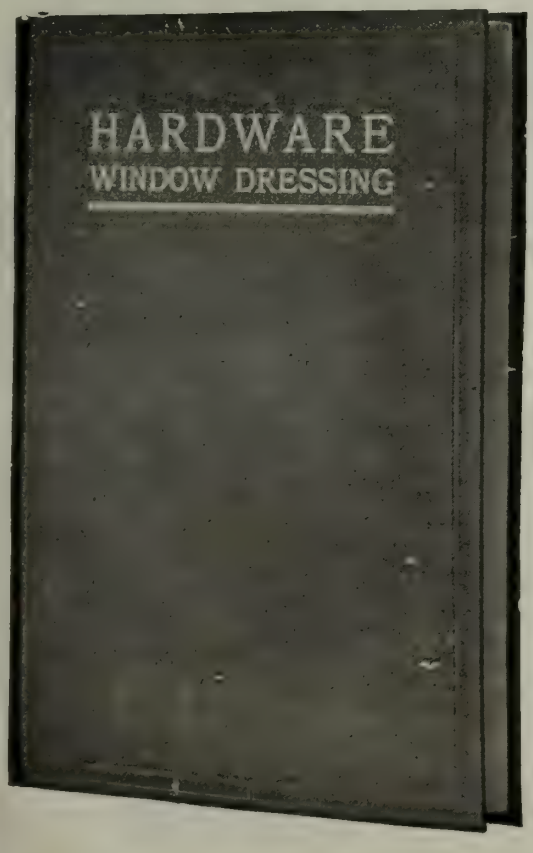
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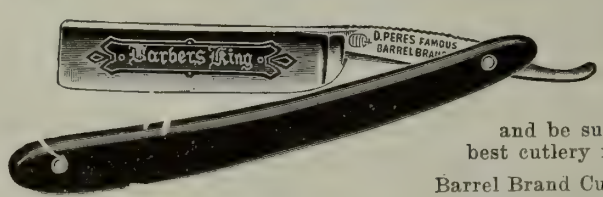
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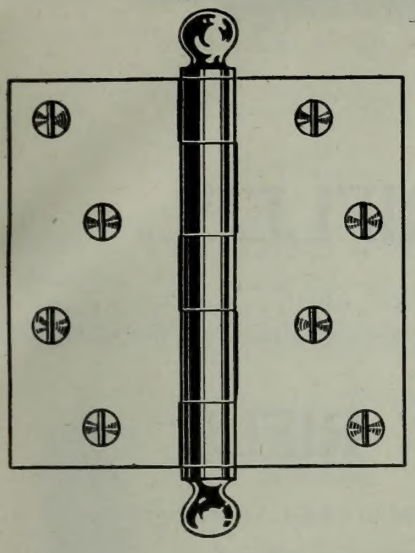
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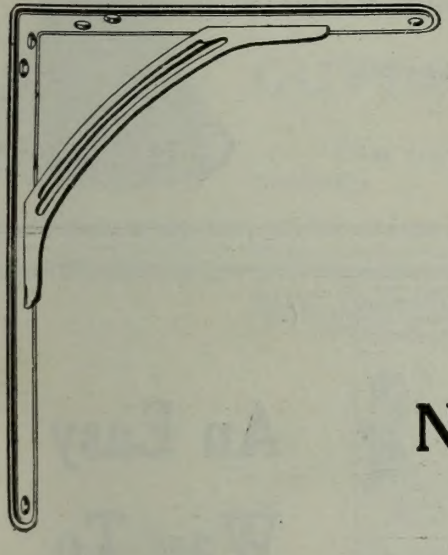
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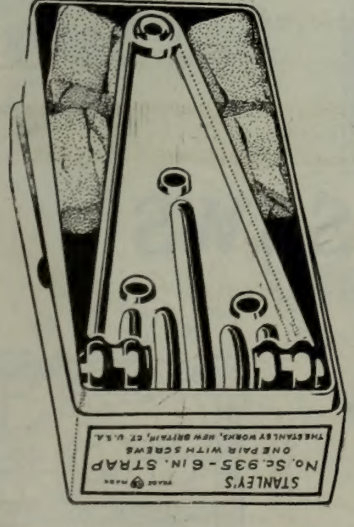
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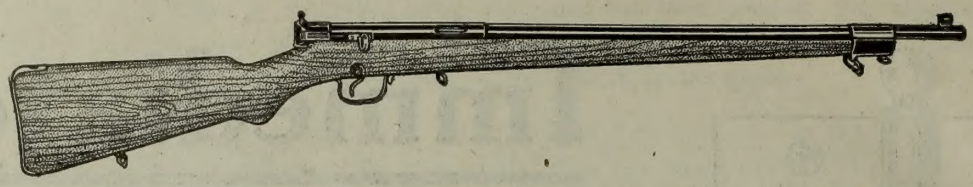
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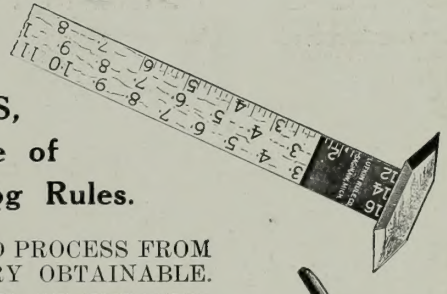
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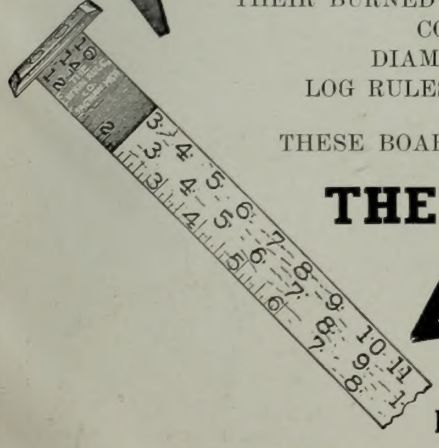


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